

# how to start the restaurant business

## The Restaurant Business Blueprint: Your Step-by-Step Guide

**how to start the restaurant business** is a journey that requires meticulous planning, unwavering dedication, and a deep understanding of the culinary world and the market. From conceptualizing your unique dining experience to navigating the complexities of operations and finance, this comprehensive guide will equip you with the essential knowledge to launch a thriving restaurant. We will delve into crafting a compelling business plan, securing crucial funding, understanding legal requirements, selecting the perfect location, designing an appealing ambiance, and developing a winning menu. Furthermore, we'll explore the intricacies of staffing, marketing strategies, and the ongoing management needed for long-term success in this competitive industry.

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## Understanding the Restaurant Concept

The foundation of any successful restaurant business lies in a well-defined and unique concept. This isn't just about the type of food you'll serve; it encompasses the entire dining experience you aim to create for your patrons. Consider your target audience, the atmosphere you want to cultivate, and the overall brand identity you wish to establish. A clear concept will guide every subsequent decision you make, from menu development to interior design and marketing efforts.

## Defining Your Niche and Target Market

Before anything else, you must identify your niche. Are you aiming for a fine-dining establishment, a casual family-friendly eatery, a quick-service café, or a specialty restaurant focusing on a specific cuisine? Understanding your niche allows you to hone in on a particular segment of the market. Next,

thoroughly research and define your target demographic. Who are the people most likely to frequent your establishment? Consider their age, income level, lifestyle, dining habits, and preferences. This deep understanding will inform your pricing, marketing, and menu choices.

## **Assessing Market Demand and Competition**

A brilliant concept is only viable if there's sufficient market demand and if you can differentiate yourself from existing competitors. Conduct thorough market research to gauge the appetite for your proposed concept in your chosen area. Analyze the strengths and weaknesses of existing restaurants in your vicinity. Identify gaps in the market that your concept can fill. Understanding your competitive landscape will help you refine your unique selling proposition (USP) and develop strategies to stand out.

## **Developing a Robust Business Plan**

A well-structured business plan is your roadmap to success, a critical document that outlines your business goals, strategies, and financial projections. It's not just for potential investors; it's an essential tool for you to organize your thoughts, identify potential challenges, and track your progress. A comprehensive business plan demonstrates your understanding of the industry and your preparedness to manage a restaurant.

## **Executive Summary**

The executive summary is the first section of your business plan but often the last one written. It provides a concise overview of your entire plan, highlighting your concept, target market, competitive advantage, management team, and financial projections. This section should capture the reader's attention and entice them to delve deeper into the rest of the document.

## **Company Description**

This section details your restaurant's mission statement, vision, values, and legal structure. It should clearly articulate what your business is, what it stands for, and what you hope to achieve in the long term. Include details about your chosen cuisine, service style, and the overall ambiance you envision.

## **Market Analysis**

Here, you will present the findings from your market research. This includes a detailed analysis of your target market, industry trends, and a thorough competitive analysis. You need to demonstrate a clear understanding of the market dynamics and how your restaurant will fit into and thrive within this environment.

## **Organization and Management Team**

Outline the organizational structure of your restaurant and introduce your key management personnel. Highlight their experience, skills, and qualifications. A strong management team is often a crucial factor for investors and lenders.

## **Service or Product Line (Menu)**

Describe your menu in detail, including sample dishes, pricing strategies, and your approach to sourcing ingredients. Explain how your menu aligns with your restaurant concept and target market. Emphasize any unique offerings or culinary specialties.

## **Marketing and Sales Strategy**

This section details how you plan to attract and retain customers. It should include your branding strategy, promotional activities, advertising channels, and customer service approach. Outline your plans for pre-opening buzz and ongoing marketing campaigns.

## **Funding Request (if applicable)**

If you are seeking external funding, this section will clearly state the amount of capital required, how it will be used, and your proposed repayment terms or equity offerings. Provide detailed financial projections to support your request.

## **Financial Projections**

This is a critical component, including projected income statements, balance

sheets, and cash flow statements for at least the first three to five years of operation. Include realistic assumptions for sales, costs, and expenses. This section demonstrates the financial viability of your restaurant.

## Securing Restaurant Business Funding

Starting a restaurant is a capital-intensive endeavor. Securing adequate funding is paramount to cover startup costs, initial operating expenses, and a contingency fund for unforeseen circumstances. A well-prepared business plan is essential for attracting investors and lenders.

## Estimating Startup Costs

Thoroughly estimate all anticipated startup expenses. This includes costs for leasehold improvements, kitchen equipment, furniture and fixtures, initial inventory, permits and licenses, pre-opening marketing, and working capital. It's wise to add a buffer of 10-20% for unexpected costs.

## Exploring Funding Options

- **Personal Savings:** Utilizing your own funds demonstrates commitment and reduces reliance on external debt.
- **Loans from Friends and Family:** A common source, but ensure formal agreements are in place to avoid misunderstandings.
- **Bank Loans:** Traditional business loans from banks require a strong business plan and good credit history.
- **Small Business Administration (SBA) Loans:** Government-backed loans can offer favorable terms for small businesses.
- **Angel Investors and Venture Capitalists:** These investors provide capital in exchange for equity in your business.
- **Crowdfunding:** Online platforms allow you to raise small amounts from a large number of individuals.

## **Preparing for Investor Pitches**

If seeking external investment, you'll need to craft a compelling pitch. Be prepared to clearly articulate your restaurant concept, market opportunity, financial projections, and your team's capabilities. Practice your presentation and be ready to answer tough questions confidently.

## **Navigating Legal and Licensing Requirements**

Operating a restaurant involves a complex web of legal and regulatory requirements at the federal, state, and local levels. Failing to comply can lead to significant penalties, including fines and even closure. It's crucial to understand and adhere to all applicable regulations from the outset.

## **Business Registration and Permits**

You will need to register your business with the appropriate government agencies and obtain various permits and licenses. This typically includes a business license, food service establishment permit, liquor license (if applicable), health permits, and fire safety permits. Research the specific requirements in your city and state.

## **Health and Safety Regulations**

Adherence to strict health and safety standards is non-negotiable in the food service industry. This includes food handling and storage regulations, employee hygiene requirements, sanitation practices, and regular inspections by health authorities. Ensure your staff is well-trained in all relevant protocols.

## **Employment Laws**

Understand and comply with all federal and state employment laws, including minimum wage requirements, overtime rules, anti-discrimination laws, and workplace safety regulations. Proper documentation of hiring, firing, and employee records is essential.

# Choosing the Right Restaurant Location

The location of your restaurant is one of the most critical factors influencing its success. A prime location can drive foot traffic and visibility, while a poor one can be a significant impediment, regardless of the quality of your food or service.

## Assessing Foot Traffic and Visibility

Evaluate the daily foot traffic and vehicular traffic patterns in potential locations. High visibility from the street is also crucial. Consider whether the location is easily accessible by public transport and if there is ample parking available for your customers.

## Understanding Demographics and Local Economy

Ensure the demographics of the area align with your target market. Analyze the local economy, including employment rates and disposable income levels. A thriving local economy generally supports a robust restaurant scene.

## Lease Agreements and Zoning Laws

Thoroughly review any lease agreements, paying close attention to terms, rent increases, and duration. It's advisable to have a legal professional review the lease before signing. You must also ensure the chosen location is zoned appropriately for restaurant operations.

## Designing Your Restaurant Space

The physical environment of your restaurant plays a significant role in the customer experience. From the layout of the dining area to the ambiance, every element should contribute to your overall concept and brand identity.

## Kitchen Layout and Efficiency

The kitchen is the heart of your operation. Design a layout that maximizes efficiency for your chefs and staff. Consider the workflow from receiving ingredients to food preparation, cooking, and plating. Proper ventilation and

safety measures are paramount.

## **Dining Area Ambiance and Seating**

The dining area should reflect your restaurant's concept. Whether it's a cozy, intimate setting or a vibrant, energetic space, the design should appeal to your target customers. Consider lighting, music, decor, and the comfort of your seating arrangements. Optimize seating capacity while ensuring a comfortable dining experience.

## **Restroom Facilities and Accessibility**

Clean and well-maintained restroom facilities are essential for customer satisfaction and hygiene. Ensure your facilities are accessible to individuals with disabilities, complying with all relevant accessibility regulations.

## **Crafting a Compelling Menu**

Your menu is a primary sales tool and a direct reflection of your restaurant's identity. It needs to be appealing, profitable, and executed consistently.

## **Menu Engineering for Profitability**

Menu engineering involves analyzing your menu items based on their popularity and profitability. Identify high-profit, high-popularity items and consider strategies to increase the sales of less popular but profitable items, or to phase out low-profit, low-popularity dishes.

## **Sourcing Quality Ingredients**

The quality of your ingredients directly impacts the taste and perception of your food. Establish relationships with reliable suppliers who can provide fresh, high-quality ingredients consistently. Consider local and seasonal sourcing where possible to enhance freshness and support the community.

## **Pricing Your Menu Items**

Pricing should be competitive yet ensure profitability. Calculate your food costs accurately for each dish and factor in labor, overhead, and desired profit margins. Regularly review and adjust your pricing based on ingredient costs and market conditions.

## **Building Your Restaurant Team**

Your staff is the face of your restaurant. Hiring the right people and fostering a positive work environment are crucial for delivering exceptional customer service and operational efficiency.

## **Recruitment and Hiring Process**

Develop a clear recruitment strategy to attract qualified candidates. Implement a thorough interview process to assess skills, experience, and cultural fit. Clearly define job roles and responsibilities for all positions, from chefs to servers and hosts.

## **Training and Development**

Invest in comprehensive training programs for all staff members. This should cover food preparation, service standards, menu knowledge, point-of-sale (POS) systems, and customer service protocols. Ongoing training and development will help your team grow and adapt.

## **Fostering a Positive Work Culture**

A positive and supportive work environment leads to higher employee morale, reduced turnover, and better customer service. Encourage teamwork, provide opportunities for feedback, and recognize and reward good performance. Fair compensation and benefits are also key.

## **Marketing Your Restaurant Business**

In today's competitive landscape, effective marketing is essential to attract new customers and retain existing ones. A multi-faceted approach is usually



the most successful.

## **Branding and Online Presence**

Develop a strong brand identity that resonates with your target audience. Create a professional website that showcases your menu, ambiance, and contact information. Establish a presence on relevant social media platforms and engage with your followers.

## **Promotional Strategies**

Implement various promotional strategies to drive traffic and sales. This could include happy hour specials, loyalty programs, seasonal promotions, and partnerships with local businesses. Online advertising, local SEO, and email marketing can also be highly effective.

## **Reputation Management**

Monitor online reviews and actively respond to customer feedback, both positive and negative. A proactive approach to reputation management builds trust and credibility. Encourage satisfied customers to leave reviews.

## **Restaurant Operations and Management**

Day-to-day operations require constant attention to detail and efficient management to ensure smooth functioning and profitability.

## **Inventory Management and Cost Control**

Effective inventory management is crucial for minimizing waste and controlling food costs. Implement a robust system for tracking inventory levels, ordering supplies, and managing stock rotation. Regular cost analysis of menu items is essential.

## **Customer Service Excellence**

Exceptional customer service is a key differentiator. Train your staff to be

attentive, friendly, and efficient. Empower them to resolve customer issues promptly and effectively. Aim to create memorable dining experiences that encourage repeat business.

## **Performance Monitoring and Adaptation**

Continuously monitor key performance indicators (KPIs) such as sales, customer satisfaction, food costs, and labor costs. Use this data to identify areas for improvement and adapt your strategies accordingly. The restaurant industry is dynamic, and flexibility is key to long-term success.

### **FAQ**

#### **Q: What is the single most important factor for starting a restaurant business?**

A: While many factors are crucial, a well-defined and unique concept that resonates with a specific target market is arguably the most important starting point for a restaurant business. This concept guides all subsequent decisions.

#### **Q: How much capital do I typically need to start a restaurant?**

A: The capital required varies significantly based on the type of restaurant, location, and size. However, it's not uncommon for startup costs to range from \$50,000 to several hundred thousand dollars, or even millions for high-end establishments.

#### **Q: Should I create a business plan before securing funding?**

A: Absolutely. A comprehensive business plan is essential for securing any form of funding, whether it's from banks, investors, or even friends and family. It demonstrates your vision, strategy, and financial viability.

#### **Q: What are the essential licenses and permits for a restaurant?**

A: Essential licenses and permits typically include a general business license, food service establishment permit, health department permits, liquor license (if applicable), and potentially fire safety permits. Requirements vary by local jurisdiction.

## **Q: How important is the location for a new restaurant?**

A: Location is extremely important. A well-chosen location with high foot traffic, good visibility, and alignment with your target demographic can significantly impact your restaurant's success and visibility.

## **Q: What is menu engineering?**

A: Menu engineering is a strategic analysis of your menu items based on their popularity and profitability. It helps restaurateurs identify which dishes to promote, which to re-evaluate, and which to remove to maximize revenue and customer satisfaction.

## **Q: How can I effectively market my new restaurant?**

A: Effective marketing involves a combination of strategies, including building a strong online presence (website, social media), local SEO, public relations, email marketing, and offering enticing promotions and loyalty programs.

## **Q: What are the biggest challenges in running a restaurant?**

A: Common challenges include managing food costs and inventory, retaining quality staff, intense competition, maintaining consistent customer service, and adapting to changing consumer preferences and economic conditions.

## **[How To Start The Restaurant Business](#)**

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**how to start the restaurant business: Start Up Your Restaurant** Jayanth Narayanan, Priya Bala, 2016-02-10 'This book is for every budding restaurateur, who, for some strange reason, insists on reinventing the wheel for lack of better guidance. It provides just the right insights and tips that may prevent one from committing mistakes that are committed all too often. It's a reminder that passion and hobby alone do not a restaurant make.' - Manu Chandra, Chef Partner, The Fatty Bao & Monkey Bar 'Having overseen the launch and operations of flagship restaurants and witnessed the evolution of several other dining establishments, I can say it's one thing to start a restaurant, and another to run it like a charm. What pays off in both stages is preparation -- comprehensive

groundwork coupled with a sound grasp of finances, regulations, team-building, infrastructure, aesthetics, and standards of service and technology. Start Up Your Restaurant has it all covered. Priya and Jayanth combine their priceless insights and practical knowledge in this invaluable guide to navigating the unique terrain of the Indian restaurant ecosystem.' - Gautam Anand, Executive Director, ITC Hotels 'I should open a restaurant!' How frequently have you said that? Be it a cafe, a takeaway or a gourmet destination, the food business exerts a magnetic pull that few others do. Whether you are a food enthusiast or an entrepreneur looking for a clever business idea, the restaurant business promises adventure and endless possibilities. But creating that dream restaurant packed with happy people, which also rakes in the money, requires more than just passion - it calls for astute planning and rigorous execution. Choosing a smart idea Funding and finance Picking the perfect location Setting up the space Hiring the right people Getting licences Working with vendors and ensuring quality control Launching and marketing Packed with great tips and fun to read, this step-by-step guide from experts Jayanth Narayanan and Priya Bala will help you navigate the restaurant business with ease and efficiency.

**how to start the restaurant business:** How to Start a Successful Restaurant Business! Arthur Lopez, 2017-11-11 How to Start a Successful Restaurant Business! Do you constantly get rave reviews about your cooking from your friends and family? Do you have a private arsenal of secret recipes that you just won't share with anyone? Are you more at home in the kitchen than anywhere else? Well, if you can relate maybe you are the guy or gal who has always wanted to open your own restaurant! If that's the case then this guide is just for you! Wanting to own your own eatery needn't be just a pipe dream. How to Start a Successful Restaurant Business will help you achieve that dream. Learn how to conduct a market analysis, prepare a business plan and determine startup costs all in one neat package. Discover everything you need to know about starting your own restaurant or your money back. Here's a list of just a few of the helpful things you find inside: \* What you need to know BEFORE you begin Make sure your dream is a viable plan\* Review the different types of restaurants Know which one is right for you\* Overview of startup costs Prevent leaving out important costs\* Learn how to write your menu Insures that you don't leave out the little stuff\* Discover how to do a proper market analysis Make sure you know who your customers will be\* Selecting equipment and furnishings Learn how to shop for the right combinations\* Hiring a staff How to make sure you ask the right interview questions\* What is the long term future of the restaurant industry Understand what your goals should include\* Preparing a business and financial plan Make certain you know exactly what you require\* Should you borrow money for startup costs Discover how to find investors. Written in plain English How to Start a Successful Restaurant Business will help answer all the questions you may have in order to make an intelligent decision about whether to pursue that dream or continue with wowing just friends and family! The purpose of our guide is to give you an over view of the restaurant business as well as provide you with information about the different steps you need to take to get started. So, why do you need How to Start a Successful Restaurant Business? Because it gives you what you need to know! Thousands of people are good cooks. However, they may not be good administrators. Others are good administrators who can't boil water! Find out what your goals and strengths are before jumping in with both feet. If you are a business novice trying to figure out if your idea is viable How to Start a Successful Restaurant Business is just what you need to learn all the ins and outs of beyond creating delicious meals. Or maybe you are a veteran chef working for someone else and have dream of opening your own place, half the battle is there, but you should know that being a gourmet chef isn't enough. You need to understand the business from ALL aspects. Regardless of your motivation and goals, turning your passion into a business requires commitment, talent and above all else - knowledge! Before deciding to turn your dream into a business, get the answers you must have before making the leap. How to Start a Successful Restaurant Business has those answers. Grab your copy today and see if you can make your passion your business! Happy cooking!

**how to start the restaurant business:** How To Start a Restaurant without Losing your Shirt Brian Cliette, 2014-06-05 "How To Start A Restaurant Guide" focuses on the whole big picture and

covers every aspect of starting a restaurant and running it successfully. Here's what you will discover inside this guide:

- Learn about everything that is involved in running a restaurant.
- Revealed five restaurant myths.
- Find out the truth about the restaurant myths.
- Uncover the exact reasons why some restaurants fail.
- Get the scoop on how to design your restaurant one from scratch.
- Find out the pros and cons of both the franchise and the independent restaurants.
- Discover how to get your franchise restaurant off to a running start.
- Learn about the costs involved in buying a franchise, and the hidden fees.
- Learn about the different kinds of restaurants, from cafés to fine dining.

After Reading Our Restaurant Start-Up Guide, You Would Be Well On Your Way To Avoiding the 80% failure rate that haunts all Start up restaurants!!! This incredible how to start a restaurant guide will empower you to:

- Understand what it really takes to start a restaurant!
- Finally found a place in the sun with the launch of your own restaurant!
- Make your restaurant business so successful that you'll be raking in the money!
- Save hundreds of dollars that you waste in trying to start a restaurant without knowing what it take to start one!
- Save time that otherwise would be wasted in failed "trial and error" attempts!
- And much, much more!

There is not one book on Kindle that covers the following:

- Learn about the realities of running your restaurant business smoothly.
- Get a detailed overview of the restaurant jobs that must be filled, from the dishwasher to the chef.
- Get tips on hiring the perfect staff for the front of the house and the back of the house.
- Learn about equipping your restaurant.
- Discover the secret ways to save when outfitting your business.
- Find out the necessity of having a point of sale (POS) system in place before you open for business.
- Insider knowledge on why it is wise to lease your equipment instead of buying it.
- Get a detailed look at what is involved in a restaurant owner's life.
- Get bonus materials and a lot off extra resources.

If you order this guide and apply the techniques presented inside, you will start your own restaurant within 60 days and save Thousands of dollars of Costly Restaurant Start-up mistakes. Here's what you will discover inside this guide:

- Get clear definitions on what people expect from certain types of restaurant.
- Learn the steps of choosing a location and researching the population.
- Discover how to determine population base.
- Learn how to negotiate a lease.
- Find out how to analyze the competition in your area.
- Learn the basic business plan format and how to write a perfect one.
- Learn how to make more or less accurate financial projections.
- Learn about making a realistic budget for your restaurant.
- Learn how to write a balanced and intriguing menu.
- Discover how to effectively pricing your menu and designing its appearance.
- Find out the pitfalls in menu designing that you should avoid.

**how to start the restaurant business: Restaurant Business Plan** Cory Sutherland, 2015-02-13 Starting a business is always tough - especially in the food industry, and particularly for restaurant businesses. Among other things, you'll have to please a discerning clientele (who will post reviews online before they could finish their meals), deal with fresh produce and other perishables (that have shelf-lives always too short), and keep in line a likely-diverse kitchen staff (whose attitudes tend to clash). Another proof that the restaurant business is tough: around half of all restaurant ventures fold-up in losses. This is, of course, due to varying reasons - although the complications that restaurant owners face are more or less the same. So is starting a restaurant even a viable prospect these days? Or are restaurant start-ups doomed to fail? The answer: Restaurant businesses are not all doomed to fail, and starting one can be a worthwhile endeavor. After all, every man and woman alive still need to eat. This means there will always be potential clientele that your restaurant can feed and profit from. The important question then is, how can you successfully start a restaurant and produce a steady (and healthy) profit? That's exactly what this book will show you how to do. I'm going to guide you through all the preparation and steps you need to take to launch a restaurant business and get positive returns within the year. I'll walk you through the essentials of starting a business including how to get funding, how to hire the right people, how to develop a menu, as well as what traps to avoid to make sure your restaurant remains successful. Let's get started!

**how to start the restaurant business: How to Start a Restaurant on a Budget** J. H. Dies, 2017-05-25 The best way to start and run a profitable restaurant! Have you ever wanted to chase the

dream of owning your own restaurant? This book is a complete guide with everything you need to start your own restaurant even on a budget. Even if you have never owned or operated a restaurant before, this guide will show you how. If you have started a restaurant, and are looking for a way to make more money, or improve the business, this is your guide. From best selling author and hospitality expert J.H. Dies, this guide contains an extensive selection of actual business tools and advice including: How to choose a restaurant location How to experiment with your concept before you leap into business How to prepare a business plan Where to get financing for your restaurant Food and menu planning and costing How to staff your restaurant and manage labor How to market your restaurant Money saving tips for a small restaurant startup How to build a successful restaurant brand Using social media to market your restaurant Advice on improving profitability How to start and run a profitable bar Finding and selecting inexpensive equipment for the restaurant, bar and kitchen Every form, spreadsheet, checklist and tool you need to own and operate your business, and much more! Use this book to find out if you have what it takes to succeed in the competitive restaurant business. We start from scratch with real ideas to generate revenue, test your concept, and get your restaurant started successfully.

**how to start the restaurant business: The Complete Idiot's Guide to Starting A Restaurant, 2nd Edition** Howard Cannon, 2005-12-06 The recipe for a successful restaurant, now revised! In this revised edition, aspiring restaurateurs will find everything they need to know to open a successful restaurant, including choosing a concept and location, creating a business plan, finding the cash, and much more. New content includes information on tips, tip-outs, and reporting for the entire staff, choosing the best POS system, setting up a bar and managing the wine list, and making the bottom line look good long-term. -Restaurants are a high-risk venture, but starting a bar or restaurant is still one of the most popular new business ventures (Cornell Univ/Mich State) -Overall industry sales are projected to hit \$476 billion for 2005, a 4.9% increase -The industry employs a workforce of 12.2 million in more than 900,000 restaurants nationwide (National Restaurant Assn.)

**how to start the restaurant business: Opening a Restaurant Or Other Food Business Starter Kit** Sharon L. Fullen, 2005 Book & CD-ROM. Restaurants are one of the most frequently started small businesses, yet have one of the highest failure rates. A business plan precisely defines your business, identifies your goals, and serves as your firm's resume. The basic components include a current and proforma balance sheet, an income statement, and a cash flow analysis. It helps you allocate resources properly, handle unforeseen complications, and make good business decisions. Because it provides specific and organised information about your company and how you will repay borrowed money, a good business plan is a crucial part of any loan application. Additionally, it informs personnel, suppliers, and others about your operations and goals. Despite the critical importance of a business plan, many entrepreneurs drag their feet when it comes to preparing a written document. They argue that their marketplace changes too fast for a business plan to be useful or that they just don't have enough time. But just as a builder won't begin construction without a blueprint, eager business owners shouldn't rush into new ventures without a business plan. The CD-ROM will cover the following subjects: Elements of a Business Plan, Cover sheet, Statement of purpose, The Business, Description of The Restaurant, Marketing, Competition, Operating procedures, Personnel, Business insurance, Financial Data, Loan applications, Capital equipment and supply list, Balance sheet, Breakeven analysis, Pro-forma income projections (profit & loss statements), Three-year summary, Detail by month, first year, Detail by quarters, second and third years, Assumptions upon which projections were based, Pro-forma cash flow, Supporting Documents, For franchised businesses, a copy of franchise contract and all, supporting documents provided by the franchisor, Copy of proposed lease or purchase agreement for building space, Copy of licenses and other legal documents, Copy of resumes of all principals, Copies of letters of intent from suppliers, etc. A new study from The Ohio State University has found the restaurant industry failure rate between 1996 and 1999 to be between 57-61 percent over three years. Don't be a statistic on the wrong side, plan now for success with this new book and CD-Rom package.

**how to start the restaurant business: *So, You're Thinking about Owning, Operating Or***

*Investing in a Restaurant...* Restaurant Startup & Growth, 2016-01-20 Owning a restaurant can be one of the most fulfilling and profitable careers you can have; it can also be a nightmare if you haven't done your homework to understand the restaurant business and its complexity. The sub-title of the book is: How to Get into the Restaurant Business with Your Eyes Wide Open. This book by Restaurant Startup & Growth, a monthly magazine, and Restaurantowner.com, a 24/7 website, helps inform you of how to make a success of your entry into the world of restaurant ownership and operations. It focuses on the things you need to know before investing your money. Complete with details on rules of the road financial numbers, business plans, realistic financial projections, how to find capital, what legal structures you need, how to select the correct advisors, why restaurants fail and a wide variety of information that you need before committing money to any restaurant project. This is not a how to start a restaurant book but a publication of how-to prepare to get into a business that is one of the toughest businesses in the world. It provides insights and information you just will not find elsewhere. This book comes with a free 12-month subscription to Restaurant Startup & Growth magazine. Each issue contains information that's critical to opening and growing a new independent restaurant.

**how to start the restaurant business: How to Start a Restaurant Without Losing Your Shirt** Brian A. Cliette, 2014-04-10 Finally Revealed.. The Amazing insider Secrets of Starting your own Restaurant Without Making Costly Mistakes. Dear Friend, You're about to discover just How To Start A Restaurant , Our Guide focuses on the whole big picture and covers every aspect of starting a restaurant and running it successfully. Here Is A Preview Of What You'll Learn... Learn about everything that is involved in running a restaurant. Revealed five restaurant myths. Find out the truth about the restaurant myths. Uncover the exact reasons why some restaurants fail. Get the scoop on how to design your restaurant one from scratch. Find out the pros and cons of both the franchise and the independent restaurants. Discover how to get your franchise restaurant off to a running start. Learn about the costs involved in buying a franchise, and the hidden fees. Learn about the different kinds of restaurants, from cafés to fine dining. Today only, get this Amazon bestseller for just \$24.95. Regularly priced at \$49.99. After Reading Our Restaurant Start-Up Guide, You Would Be Well On Your Way To Avoiding the 80% failure rate that haunts all Start up restaurants!!! This incredible how to start a restaurant guide will empower you to Understand what it really takes to start a restaurant! Finally found a place in the sun with the launch of your own restaurant! Make your restaurant business so successful that you'll be raking in the money! Save hundreds of dollars that you waste in trying to start a restaurant without knowing what it take to start one! Save time that otherwise would be wasted in failed trial and error attempts! And much, much more! There is not one book on Amazon that covers the following Learn about the realities of running your restaurant business smoothly. Get a detailed overview of the restaurant jobs that must be filled, from the dishwasher to the chef. Get tips on hiring the perfect staff for the front of the house and the back of the house. Learn about equipping your restaurant. Discover the secret ways to save when outfitting your business. Find out the necessity of having a point of sale (POS) system in place before you open for business. Insider knowledge on why it is wise to lease your equipment instead of buying it. Get a detailed look at what is involved in a restaurant owner's life. Get bonus materials and a lot off extra resources. If you order this guide and apply the techniques presented inside, you will start your own restaurant within 60 days and save Thousands of dollars of Costly Restaurant Start-up mistakes Here's what you will discover inside this guide: Get clear definitions on what people expect from certain types of restaurant. Learn the steps of choosing a location and researching the population. Discover how to determine population base. Learn how to negotiate a lease. Find out how to analyze the competition in your area. Learn the basic business plan format and how to write a perfect one. Learn how to make more or less accurate financial projections. Learn about making a realistic budget for your restaurant. Learn how to write a balanced and intriguing menu. Discover how to effectively pricing your menu and designing its appearance. Find out the pitfalls in menu designing that you should avoid. Order Your Copy Today Take action today and download this book for a limited time discount of only \$24.99! Hit the Buy Now Button Right Away!!

**how to start the restaurant business:** *How to Start a Restaurant and Five Other Food Businesses* Jacquelyn Lynn, 2001

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