the PERI system

Your Roadmap to Profitability

profitability partners

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Coaching shows you what to do with them.

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But So Are the Results.

the PERI system

1

Your Roadmap to Profitability

At Profitability Partners, we use our proven PERI framework—**Plan • Execute • Results • Improvement**—to transform hospitality venues.

PLAN - Set clear sales goals, budgets, and KPIs.
EXECUTE - Implement smarter rostering, supplier negotiations, and daily KPI tracking.
RESULTS - Weekly profitability reports and monthly P&L reviews for clarity and control.
IMPROVEMENT - Continuous optimisation to keep profits growing.

This system is the foundation of everything we do—

but PERI works best when paired with Coaching.



Why Coaching Matters

2

The star charts represent the position of the stars as we see them from Earth; however, the stars in each constellation may not be close to each other, as some we perceive to be brighter because they are close to the Earth, while others are brighter because they are huge stars.

- **Tailored advice** on applying PERI to your venue.
- **Accountability** so actions don't slip through the cracks.
- **Strategic guidance** on rostering, pricing, and growth.
- **Empowered managers** who start thinking with a profitability-first mindset.

Think of it this way:

- PERI is the **map.**
- Coaching is **the guide who helps you use it, avoid dead ends, and get there faster.**



COACHING

MEETING

3

Inside a Coaching Meeting

30 Minutes That Transform Your Week

Every coaching meeting with Alistair is structured, focused, and practical.

Here's what happens in **a typical weekly 30-minute session:**

1. Review the Week
- Look at last week's forecast vs. actual results.
- Identify where wages, COGS, or sales went off track.

2. Spot Opportunities & Issues
- Analyse profitability reports together.
- Benchmark against industry standards.
- Highlight problem areas or quick wins.

3. Set Priorities
- Decide what to fix, adjust, or improve this week.
- Create clear, actionable steps for your managers.

4. Accountability & Support
- Alistair ensures commitments from last week are followed through.
- Your team leaves the meeting with clarity, direction, and confidence.

It's not just a meeting—it's **ongoing coaching that shifts your business culture towards profitability.**

Results of Coaching

4

Real Impact. Real Growth.

Managers making stronger, profit-driven decisions.

10% improvement in gross profit margins.

15% reduction in labour costs within months.

Businesses moving from survival mode to expansion.



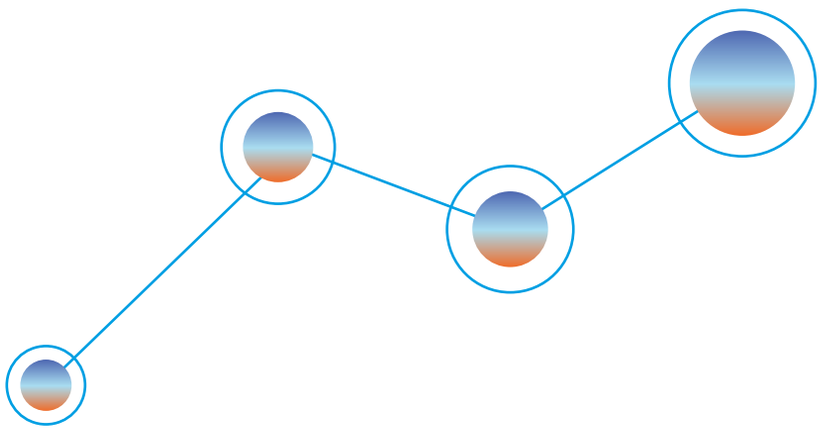
RESULTS

NEXT STEP

Take the Next Step

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Coaching is a Premium Service. But So Are the Results.



But if you want faster results, greater confidence, and long-term profitability—

coaching is where the real shift happens.

Book your Profitability Coaching Session today.
Call **(03) 6185 3675 to book**
or online: **profitabilitypartners.com.au**

