

RESTAURANT

PROFIT MARGIN IMPROVEMENT

WORKSHEET



paytronix

an  access company

Use this worksheet to identify, prioritize, and implement high-impact strategies that grow your profit margin — even during challenging times.

Built on the proven ABC Inventory Method to help your team focus where it matters most.

1. Where Are You Now?



Rate your current visibility and control over profit margins.

QUESTION	NO	YES	1 = Not at all, 5 = Absolutely				
Do you know your average profit margin by location and daypart?	<input type="radio"/>	<input type="radio"/>	1	2	3	4	5
Are you tracking menu item-level profitability regularly?	<input type="radio"/>	<input type="radio"/>	1	2	3	4	5
Have you segmented your inventory and vendors by impact to margin (A/B/C)?	<input type="radio"/>	<input type="radio"/>	1	2	3	4	5
Are you running targeted promotions or loyalty programs tied to margin goals?	<input type="radio"/>	<input type="radio"/>	1	2	3	4	5
Are your tech tools (POS, loyalty, online ordering) integrated to support margin growth ?	<input type="radio"/>	<input type="radio"/>	1	2	3	4	5

What's your current average profit margin? %

2. ABC Margin Levers



Use this chart to identify margin levers by impact level. Then check off actions you plan to take and assign ownership.

A High-Impact Margin Levers

	ACTION	OWNER	DUE DATE	METRIC
<input type="radio"/>	Raise prices on top 5 best-selling low-cost items			
<input type="radio"/>	Upsell high-margin items in loyalty program & online ordering			
<input type="radio"/>	Bundle popular items with high-margin add-ons			
<input type="radio"/>	Automate labor scheduling using historical sales patterns			
<input type="radio"/>	Reduce waste via real-time inventory and spoilage tracking			
<input type="radio"/>	Use guest data to bring back lapsed high-value diners			
<input type="radio"/>	Eliminate poor-performing SKUs from core menu			



Paytronix clients who use loyalty + menu optimization see 6–8% margin gains.

B Medium-Impact Margin Levers

	ACTION	OWNER	DUE DATE	METRIC
<input type="radio"/>	Run limited-time offers (LTOs) with high-margin combos			
<input type="radio"/>	Renegotiate vendor contracts quarterly			
<input type="radio"/>	Use gift card promos to pull forward revenue			
<input type="radio"/>	Reduce comps and voids with staff-level analytics			
<input type="radio"/>	Cross-sell beverages or sides via digital menus			
<input type="radio"/>	Offer scheduled-order discounts for low-traffic hours			
<input type="radio"/>	Improve tip pooling strategies to retain high performers			

C Low-Impact or Optional Levers

	ACTION	OWNER	DUE DATE	METRIC
<input type="radio"/>	Redesign food styling for mobile or social media appeal			
<input type="radio"/>	Launch new playlist to influence guest dwell time			
<input type="radio"/>	Offer unique off-menu "secret" items with high margin			
<input type="radio"/>	Test self-serve kiosks with premium add-ons			
<input type="radio"/>	Add "feel good" signage to highlight local sourcing or values			

3. Your 30-Day Action Plan



Choose the top three actions that will move the needle this month. Focus on A items first.

ACTION	OWNER	LAUNCH DATE	CHECK-IN DATE



What can you stop doing right now to save money or refocus resources?

4. Bonus Calculator – What’s 1% Worth?



Small improvements = big impact. Use this calculator to estimate the value of a 1% profit margin increase.

CURRENT MARGINS			ADD 1% MARGIN	
Monthly Revenue	<input type="text"/>	→	<input type="text"/>	Monthly Lift
Current Profit Margin	<input type="text"/>	→	<input type="text"/>	Annual Lift
Current Monthly Profit	<input type="text"/>	→	<input type="text"/>	New Monthly Profit



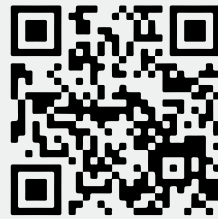
Example: If your restaurant makes \$200,000/mo and your margin goes from 6% to 7%, that’s \$2,000/mo or \$24,000/year in extra profit.

5. Get Margin Support from the Experts



Want personalized insights on where to unlock 5–10% in margin growth?

Book a personalized demo of the Paytronix platform today!



[Paytronix.com](https://paytronix.com)



[Paytronix.com/demo](https://paytronix.com/demo)



617-649-3300, ext: 3