



THE RESTAURANT PROFIT AUDIT CHECKLIST

10 Questions That Will Tell You Exactly Where Your Money Is Going

Score yourself honestly. If you answer YES to fewer than 7, you have a significant and recoverable profit opportunity.

SECTION 1 — PURCHASING & VENDOR MANAGEMENT

- Q1** Do you have a current, signed distribution contract that YOU negotiated — not just accepted — within the last 24 months?

YES NO NOT SU
- Q2** Do you know your exact cost-per-case on your top 20 SKUs versus the benchmark price for those items in your market?

YES NO NOT SU
- Q3** Do you receive manufacturer rebates or deviated pricing on any items — and do you know exactly how much?

YES NO NOT SU
- Q4** Have you conducted a competitive RFP process with at least 2 distributors in the last 3 years?

YES NO NOT SU

SECTION 2 — MENU & FOOD COST

- Q5** Do you have a current, standardized recipe cost card for every item on your menu — updated within the last 6 months?

YES NO NOT SU
- Q6** Do you know which 20% of your menu items are generating 80% of your gross profit?

YES NO NOT SU
- Q7** Is your actual food cost within 1.5% of your theoretical food cost on a consistent, weekly basis?

YES NO NOT SU

SECTION 3 — OPERATIONS & P&L

- Q8** Do you review your P&L against industry benchmarks for your concept type — not just your own historical numbers?

YES NO NOT SU
- Q9** Do you have written, trained, and enforced SOPs for your top 10 highest-cost operational processes?

YES NO NOT SU
- Q10** Do you have a clear, written 90-day plan right now for improving your bottom line by a specific dollar amount?

YES NO NOT SU

YOUR SCORE — WHAT IT MEANS:

- **8–10 YES** — Strong foundation. Call GRS to identify the final gaps and build a growth strategy.
- **5–7 YES** — Significant recoverable profit. A GRS engagement typically returns 5–10x its fee in Year One.
- **0–4 YES** — Major opportunity. Every NO in purchasing alone often represents \$40K–\$150K in avoidable annual cost.

Book a complimentary strategy call — we'll walk through your score together.

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