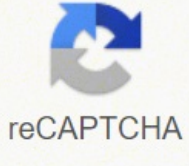




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## How much do restaurant consultants make

Case #1: You've been in the restaurant business for years, and things are going pretty well. The dining room is full most nights, back of the house runs smoothly, bills are paid and no glaring problems. But you've been reading the online reviews, seeing the same complaint: your place features the same dated menu, same preparations/recipes flavors, served in the same setting. It's as predictable and comfortable as eating at home. Which is not what you want to read. Case #2: You've saved, begged, borrowed and convinced the right investors that now is the time to open a restaurant. You lack restaurant experience, but there's plans, drawings, ideas, concepts, contractors and suppliers ready. This is the place that will redefine dining in this city, if you can get everything done on time and within budget. Both scenarios are familiar to restaurant lifers and others familiar with the food scene. It's a tough business prone to cutting many corners, especially when you consider 60% of restaurants fail within the first year of business and 80% fail within the first five years of operation. One of the ways restaurateurs save money is failing to get outside help and avoiding chef consultant fees. But a failure to invest in your restaurant isn't a savings. It's not just about money What Does a Chef Consultant Do? Chef consultants and their fees involve more than someone walking in and tossing out your entire menu. They also bring certified, experienced and professional help. Your dive bar-owning Uncle Billy may have years of experience, but he's not the go-to guy for training your staff in sous vide, cold smoking meats, manufacturing and marketing your house salad dressing or menu costing. If your specials aren't selling, the menu's outmoded and there's no creativity in your culinary concepts, the consultant's goal is to review everything, from suppliers and storage to preparation and presentation, food handling practices, cost and flow. What's on those plates is your centerpiece; if those plates keep coming back to the kitchen half-consumed, that's your profits consumed by waste. A typical chef consultant's fee covers the following: X (subhead below with details) Creation of operational consistency and best industry practices. Y (subhead below with details) Capturing the prep, plate build and execution standards "recipes" add consistency, profit and control. Z (subhead below with details) Completing the food material sourcing, ingredients, ingredients specifications equal inventory and a cost business model Your entire restaurant concept is part of the plan Your food is the star, but everything around it plays a supporting role. A restaurant is a coordinated effort to entertain and engage guests, not simply feed them. The consultant is the coordinator for the development strategy, so the finished product is smooth and seamless. The deliverables involve the food with all of these elements in the many supporting roles. Menu, Menu Engineering, Inventory/Procurement, Recipes, Restaurant Brand Identify, with operating tools to control labor and food cost. Your culinary and operating team has a new player on their side The consultant isn't there to belittle, bully or backstab. Their job depends on your satisfactory success, because if you're happy with the end result, you'll provide a testimonial, referral and stay in contact for future business dealings. But the consultant's job is to call it as they see it You're not paying consulting fees to get "yes, boss!" answers to every question. You need facts and meaningful strategies to initiate change. That means hearing things you don't like, disagree with and deal with in ways that alter your business model. Being uncomfortable and out of the box equals measurable results. Which is what consultants bring to the table with their years of experience. The staff receives personal and specialized instruction A chef consultant translates to training, development and guidance just for your establishment. There's no cookie-cutter solution to every dining dilemma; the consultant is addressing your unique situation with unique solutions. The staff isn't going away to school The best classroom your restaurant staff has is their own kitchen and dining room. In this familiar space, there are no distractions, attendance is assured and post-instruction practice is as close as the prep counters. Chef Services Group Offers More than Your Average Chef Consultant At Chef Services Group, we deliver the total restaurant concept from start to finish, including: Manufacturing and launching of new products, Designing and furnishing your kitchen and dining room, Training your staff in the newest cooking methods, Photographing and marketing your restaurant Reconstructing your menu to reflect local food availability, seasonal products and changing taste trends. Our 30 years of chef consulting experience offers detailed research and analysis in nutrition, culinary experimentation, food science and training. Contact us for a full list of services and view our accomplishments. Find out why we're the first choice when your focus is on food. [contact-form-7 id="3313" title="Contact form 1"] DISCLAIMER: This content is provided for informational purposes only and is not intended as legal, accounting, tax, HR, or other professional advice. You are responsible for your own compliance with laws and regulations. You should contact your attorney or other relevant advisor for advice specific to your circumstances. It's not a secret - starting a restaurant is hard. And a restaurant consultant can be a godsend for a restaurant looking to start, save, or improve business. But what does a restaurant consultant actually do? And how could one help your restaurant? RESOURCE Toast and Fast Casual teamed up to share tips on tackling restaurant challenges such as increasing competition, food costs, hiring and training staff, and more. Download Join the fun. We promise not to spam you, swear. We'll handle your info according to our privacy statement. In short, a restaurant consultant is an experienced hospitality professional that is hired to provide advice, guidance, and insight into improving your restaurant. A great restaurant consultant will have years of experience in the industry, a strong understanding of what makes a restaurant successful, and the ability to diagnose and solve problems. What does a restaurant consultant do?There is no one specific restaurant consultant job description (it depends on what they were hired to do for each job!), but in the most basic terms, a restaurant consultant helps a restaurant run smoothly. Consultants should have a comprehensive understanding of how each part of a restaurant runs, and knowledge of best practices on how to do this in the most efficient, productive, and successful way possible. This includes knowledge of restaurant concepts, operations, staffing, menu development, financial planning, design, marketing, and more. Restaurant consultant fees greatly vary - it depends on location, level of experience, and whether you're hiring a general consultant or a more specialized one focused on your food or beverage program. Restaurant business online estimates that you should factor in about \$500 per day, \$2,500 per week, or \$10,000 per month for a full-time commitment from a consultant. But again, it depends on who you hire. Make sure to get a quote and find a match that's best for your business. Types of restaurant consultantsRestaurant Business ConsultantA restaurant business consultant or restaurant management consultant makes sure that your business is running smoothly - working to improve your operations, finances, staffing, and all back-office management. A restaurant marketing consultant is more specialized, focused on how you can optimize your marketing budget and efforts to increase sales and bring in more customers. Beverage consultantA restaurant beverage consultant is specialized in bar and restaurant beverage programs: implementing changes to improve the menu, manage suppliers, and optimize behind-the-bar operations. This can include bartender education and training, menu overhauls, and strategic planning and development. Typically a beverage consultant has a background in mixology, and years of experience working with and at bars and restaurants. Food consultantSimilar to a beverage consultant, a food consultant focuses on restaurant food, through menu engineering and development, supply chain management, inventory planning, and safety and inspection procedures. A food consultant should have a background in culinary arts and management, and an understanding of how to best cost and price a menu. Food consultants can also be specialists in certain cuisines or dietary restrictions. If you're interested in becoming a restaurant consultant, you'll need to start with a few things. First, a degree or formal training in a related field is always helpful - whether it's in hospitality, management, food science, or culinary arts. Then, you'll want to build up your resume with lots of industry experience, working in bars and restaurants to gain a real-world understanding of how the industry works. Once you have some experience in the industry, you could also join a consulting group, or start your own business, and get on your way to becoming the next best restaurant industry consultant. Is a consultant right for you? If you're looking to make a change in your business, a restaurant consultant might be a great option for you. Small changes can make huge impacts, and an experienced consultant can make all the difference. While the thought of reconfiguring or updating your operating procedures might seem daunting, start with one focus area at a time and go from there. Here are a few things to start with.



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