



THE UPSTART GUIDE TO



OWNING AND MANAGING A RESTAURANT

SECOND EDITION

"A hands-on practical introduction to the complex restaurant business."
—David H. Bangs, author of *The Market Planning Guide*



ROY S. ALONZO

Upstart Guide Owning And Managing A Restaurant

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you can open neighborhood bar sports bar brewpub wine or martini bar and nightclub and how to get those bar stools filled with happy customers The author explains step by step everything you need to know before opening your doors Topics covered include how to Research your target market Find the perfect location Hire a knowledgeable staff Navigate the red tape that accompanies serving alcohol and food Understand the logistics of inventory and equipping your bar Compete with other bars and nightlife venues Keep your clients entertained and get them to make more purchases once they're in your bar And much more We share insider tips to increase your bottom line and make your venture a success This easy to use guide also includes useful sample forms cost cutting ideas common mistakes to avoid and additional resources plus step by step instructions checklists and work sheets that will guide you through every aspect of the start up process Order this book today and start living your dream

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