OPERATOR PLAYBOOK

5 numbers profitable operators check every day.

Most operators check these once a week.
The ones who check daily make
$40K+ better decisions per year.

1

VISIBILITY

Labor-to-sales ratio — right now.

Not yesterday. Not end of week.
Right now.

Target: under 30% for food service.
If you can't see this number live,
you're flying blind.

2

COST

Cost per transaction.

Every sale has a labor cost attached to it.

When sales are slow and staff is full — that number climbs.

Do you know yours right now?

3

PUNCTUALITY

Avg clock-in vs scheduled time.

5 minutes late × 10 staff × 365 days.

$9,125

WASTED. PER YEAR. ONE LOCATION.

4

OVERTIME

OT hours this week — so far.

Overtime costs **1.5×**.

Catching it on Wednesday vs Sunday
is a $400 difference.

Every week.

5

EFFICIENCY

EOD close time.

—

If closing takes longer than 10 minutes, something's manual that shouldn't be.

The industry average: **45 minutes.**
Clocklane EOD: **3 seconds.**

GET STARTED FREE

Clocklane shows all 5. Live. Free to start.

POS + time tracking + real-time labor dashboard. One system.

clocklane.com