

Raise The Bar Taffer

Raise the Bar: Taffer's Transformative Approach to Business Success

Are you drowning in debt, watching your dream business crumble before your eyes? Do you feel lost, overwhelmed, and unsure where to even begin fixing the mess? Then you're not alone. Thousands of small business owners face similar crises, but few find the transformative solution that Jon Taffer provides. This comprehensive guide delves into the core principles of Taffer's methodology, dissecting his brutally honest yet effective approach to rescuing failing bars and restaurants - and how you can apply those principles to your own business, regardless of industry. We'll explore his key strategies, offering practical advice and actionable steps to help you "raise the bar" on your own success. This isn't just about fixing a leaky faucet or repainting the walls; it's about a complete overhaul of your business mindset, operations, and customer experience.

Understanding the Taffer Dynamics: More Than Just a Bar Rescue

Jon Taffer's renowned TV show, Bar Rescue, isn't just entertaining television; it's a masterclass in business diagnostics and revitalization. While the setting might be a struggling bar, the underlying principles are universally applicable to any business facing challenges. Taffer's approach is aggressive, direct, and often confrontational, but underneath the fiery exterior lies a systematic methodology that focuses on several key areas:

1. Identifying the Core Problems: A Deep Dive into Diagnostics

Before any transformation can begin, a thorough diagnosis is crucial. Taffer doesn't pull punches; he dives deep into the heart of the business, examining every aspect from financial records to staff performance, menu design to customer service. This diagnostic phase requires brutal honesty and a willingness to confront uncomfortable truths. He looks for the root causes of failure, not just the surface-level symptoms. For your business, this means:

Honest Financial Analysis: Scrutinize your profit and loss statements, cash flow, and balance sheets. Where is the money leaking? Are you adequately pricing your products or services?

Operational Inefficiency: Identify bottlenecks in your workflow. Are your processes streamlined, or are they needlessly complex and time-consuming?

Staff Assessment: Are your employees engaged, motivated, and properly trained? Do you have the right people in the right roles?

Customer Feedback: Actively solicit feedback from your customers. What are they saying about your products, services, and overall experience?

2. Overhauling Operations: Streamlining for Efficiency

Once the problems are identified, Taffer focuses on optimizing operations. This often involves significant changes to the workflow, staffing, and overall business structure. This isn't about minor tweaks; it's about a fundamental restructuring to maximize efficiency and minimize waste. Key elements of this phase include:

Inventory Management: Implement a robust inventory system to minimize waste and control costs.

Streamlined Processes: Identify and eliminate unnecessary steps in your workflow. Automate wherever possible.

Staff Training: Invest in comprehensive training for your employees. Ensure they understand their roles, responsibilities, and the importance of providing excellent customer service.

Technology Integration: Explore opportunities to integrate technology to improve efficiency and customer experience.

3. Revitalizing the Brand and Customer Experience: The Facelift

A successful business needs a strong brand identity and a positive customer experience. Taffer often rebrands struggling establishments, updating their menus, décor, and overall atmosphere. This isn't just about aesthetics; it's about creating a cohesive brand that resonates with the target market. For your business, consider:

Branding Refresh: Review your logo, messaging, and overall brand identity. Is it outdated or ineffective?

Menu Engineering: Optimize your menu to maximize profitability and appeal to your target audience.

Customer Service Training: Train your staff to provide exceptional customer service. Go the extra mile to create a memorable experience.

Atmosphere Enhancement: Improve the ambiance of your business to create a welcoming and enjoyable environment.

4. Implementing Sustainable Systems: Building for Long-Term Success

The ultimate goal isn't just a quick fix; it's sustainable long-term success. Taffer emphasizes the importance of implementing systems and processes that will keep the business running smoothly long after he leaves. This includes:

Financial Controls: Establish robust financial controls to track expenses, manage cash flow, and ensure profitability.

Performance Metrics: Implement key performance indicators (KPIs) to track progress and identify areas for improvement.

Employee Retention: Create a positive work environment to attract and retain top talent.

Continuous Improvement: Embrace a culture of continuous improvement and adapt to changing market conditions.

Ebook Outline: "Raise the Bar: Mastering Taffer's Business Transformation Strategies"

I. Introduction: The Taffer Methodology: A Powerful Approach to Business Revitalization

II. Chapter 1: Diagnosing Your Business: Identifying the Root Causes of Failure

III. Chapter 2: Overhauling Operations: Streamlining for Maximum Efficiency

IV. Chapter 3: Revitalizing Your Brand and Customer Experience: Creating a Compelling Brand Identity

V. Chapter 4: Implementing Sustainable Systems: Building for Long-Term Success

VI. Conclusion: Raising the Bar on Your Own Business Success

Detailed Explanation of Ebook Chapters:

Chapter 1: Diagnosing Your Business: This chapter will guide you through a systematic process of identifying the key weaknesses in your business. We'll cover conducting a thorough financial analysis, assessing operational efficiency, evaluating staff performance, and gathering crucial customer feedback. We'll provide practical tools and templates to help you collect and analyze this data effectively.

Chapter 2: Overhauling Operations: This chapter focuses on streamlining your business processes for maximum efficiency. We'll discuss inventory management techniques, workflow optimization strategies, staff training programs, and the benefits of technology integration. We'll also explore the importance of creating clear roles and responsibilities within your team.

Chapter 3: Revitalizing Your Brand and Customer Experience: This chapter will cover rebranding strategies, menu engineering techniques, and customer service training programs. We'll explore how to create a positive and memorable customer experience that builds loyalty and drives repeat business. We'll delve into creating a unique selling proposition (USP) that sets you apart from the competition.

Chapter 4: Implementing Sustainable Systems: This chapter emphasizes building a foundation for long-term success. We'll discuss establishing robust financial controls, implementing key performance indicators (KPIs), strategies for employee retention, and the importance of fostering a culture of continuous improvement. We'll provide practical tips for adapting to changing market conditions.

Frequently Asked Questions (FAQs)

1. Is this ebook only for bar and restaurant owners? No, the principles discussed are applicable to any business facing challenges, regardless of industry.
2. How long will it take to implement Taffer's strategies? The timeline varies depending on the size and complexity of your business, but consistent effort is key.
3. What if I don't have a large budget for changes? Many of Taffer's strategies can be implemented with minimal financial investment, focusing on operational efficiency and employee training.
4. What if my staff resists change? Open communication, clear explanations, and demonstrating the benefits of the changes are crucial for overcoming resistance.
5. How do I measure the success of these strategies? Utilize KPIs to track progress in areas like revenue, customer satisfaction, and employee engagement.
6. Is this ebook a quick fix solution? No, it's a guide to building a sustainable and thriving business through long-term strategies.
7. What if I'm overwhelmed by the amount of change? Start with one key area and gradually implement changes.
8. Can I apply these principles to a struggling online business? Absolutely! The core principles of efficiency, customer experience, and operational excellence apply equally well to online businesses.
9. Where can I find more information about Jon Taffer's methods? Beyond this ebook, you can research his appearances and books for additional insights.

Related Articles:

1. Boosting Bar Profits: Menu Engineering Strategies: Explore techniques to maximize profitability through menu design.
2. The Importance of Staff Training in the Hospitality Industry: Discover the impact of well-trained staff on customer satisfaction and business success.
3. Revitalizing Your Brand: A Guide to Rebranding Your Business: Learn how to refresh your brand for increased market appeal.
4. Mastering Inventory Management: Minimizing Waste and Maximizing Profit: Explore effective inventory management techniques.
5. Building a Loyal Customer Base: Strategies for Customer Retention: Learn how to cultivate customer loyalty and repeat business.
6. Creating a Positive Work Environment: Strategies for Employee Retention: Discover how to create a supportive workplace to keep your best employees.
7. Effective Customer Service Training: A Step-by-Step Guide: Learn how to deliver exceptional customer service that exceeds expectations.

8. Improving Operational Efficiency: Streamlining Your Business Processes: Discover strategies for optimizing your workflow and eliminating bottlenecks.
9. The Power of Data-Driven Decision Making in Business: Explore how using data can inform your business decisions and guide your strategies.

raise the bar taffer: *Raise the Bar* Jon Taffer, 2013 Bar and restaurant expert and host of Bar Rescue Jon Taffer offers a no-nonsense strategy for making your business successful by creating the right emotional reactions in your customers.

raise the bar taffer: Don't Bullsh*t Yourself! Jon Taffer, 2018-03-13 New York Times Bestseller and Wall Street Journal Bestseller! Bar Rescue's Jon Taffer presents a new guide to getting what you want in life and business--to stop making excuses so you can get back to winning. During his many years as an entrepreneur, consultant, and star of the Paramount Network's hit show Bar Rescue, Jon Taffer has witnessed the destruction that results when people bullsh*t themselves. Excuses are the root cause of nearly every business and personal problem, but fortunately, Jon knows how to fix your excuse habit for good. This book is almost as good as having Jon in your face on Bar Rescue, telling you the hard truths you've been avoiding. Don't Bullsh*t Yourself! is Jon Taffer's brutally honest, no-nonsense guide to help you kick those excuses to the curb. If you can stop bullsh*tting yourself and address your real issues, you will gain the power to turn your life around completely. Taffer breaks excuses down into six major categories, illustrating them with real-life examples such as Marcus Luttrell, the lone survivor of a SEAL team mission in Afghanistan who barely escaped Taliban territory, and Christine King, founder and CEO of Your Best Fit, who, despite being paralyzed in a horrific boating accident, went on to build a successful fitness company. These inspiring stories, combined with Taffer's own experiences, will give you the confidence to identify and face your own excuses head-on. It's Taffer Time! Time to stop bullsh*tting yourself and start crushing it!

raise the bar taffer: *The Power of Conflict* Jon Taffer, 2022-05-03 Star and executive producer of the hit TV show Bar Rescue and New York Times bestselling author of Don't Bullsh*t Yourself, Jon Taffer reveals the transformational power of conflict, sharing his toolkit for arguing smarter—at home, at work, and in life. Most people try their best to avoid conflict. Bar Rescue host Jon Taffer understands that. Conflict can have negative results. It's easy to think that the key to a happy workplace or marriage is to avoid conflict. In reality, that's not the case—the key is to argue smarter. Enter the Toolkit for Getting Conflict Right. Taffer's approach is focused on deliberate conflict—otherwise known as “conflict with a purpose.” There are selective and strategic ways to have difficult conversations, and when doing so, to stay aware of your objectives rather than escalating tension unnecessarily. As Taffer explains, “The key is to act affirmatively, constructively, and productively.” Eliminating conflict isn't always the answer; inevitably there will be times when it will arise. Engaging in conflict can be a way to clear the air, and get to the bottom of issues that, once resolved, can strengthen friendships, ease tensions at work, and address problems before they have a chance to bubble over. With easy-to-follow advice that shows how to best engage in constructive discourse to get the results you want, *The Power of Conflict* provides you with the rules to argue smarter, uphold your values, and keep the conversation real. The step-by-step guide starts with the inception of the conflict and carries through the difficult conversation's conclusion, arming readers with the skills and confidence to fight for their principles.

raise the bar taffer: *The Moment of Clarity* Christian Madsbjerg, Mikkel Rasmussen, 2014-02-11 Businesses need a new type of problem solving. Why? Because they are getting people wrong. Traditional problem-solving methods taught in business schools serve us well for some of the everyday challenges of business, but they tend to be ineffective with problems involving a high degree of uncertainty. Why? Because, more often than not, these tools are based on a flawed model of human behavior. And that flawed model is the invisible scaffolding that supports our surveys, our focus groups, our R&D, and much of our long-term strategic planning. In *The Moment of Clarity*,

Christian Madsbjerg and Mikkel Rasmussen examine the business world's assumptions about human behavior and show how these assumptions can lead businesses off track. But the authors chart a way forward. Using theories and tools from the human sciences—anthropology, sociology, philosophy, and psychology—*The Moment of Clarity* introduces a practical framework called sensemaking. Sensemaking's nonlinear problem-solving approach gives executives a better way to understand business challenges involving shifts in human behavior. This new methodology, a fundamentally different way to think about strategy, is already taking off in Fortune 100 companies around the world. Through compelling case studies and their direct experience with LEGO, Samsung, Adidas, Coloplast, and Intel, Madsbjerg and Rasmussen will show you how to solve problems as diverse as setting company direction, driving growth, improving sales models, understanding the real culture of your organization, and finding your way in new markets. Over and over again, executives say the same thing after engaging in a process of sensemaking: "Now I see it . . ." This experience—the moment of clarity—has the potential to drive the entire strategic future of your company. Isn't it time you and your firm started getting people right? Learn more about the innovation and strategy work of ReD Associates at: redassociates.com

raise the bar taffer: *Restaurant Success by the Numbers, Second Edition* Roger Fields, 2014-07-15 This one-stop guide to opening a restaurant from an accountant-turned-restaurateur shows aspiring proprietors how to succeed in the crucial first year and beyond. The majority of restaurants fail, and those that succeed happened upon that mysterious X factor, right? Wrong! Roger Fields--money-guy, restaurant owner, and restaurant consultant--shows how eateries can get past that challenging first year and keep diners coming back for more. The only restaurant start-up guide written by a certified accountant, this book gives readers an edge when making key decisions about funding, location, hiring, menu-making, number-crunching, and turning a profit--complete with sample sales forecasts and operating budgets. This updated edition also includes strategies for capitalizing on the latest food, drink, and technology trends. Opening a restaurant isn't easy, but this realistic dreamer's guide helps set the table for lasting success.

raise the bar taffer: *To the Bone* Paul Liebrandt, Andrew Friedman, 2013-12-03 In this meditation on the culinary life that blends elements of memoir and cookbook, Paul Liebrandt shares the story of his own struggle to become a chef and define his personal style. *To the Bone* is Liebrandt's exploration of his culinary roots and creative development. At fifteen, he began his foray into the restaurant world and soon found himself cooking in the finest dining temples of London, Paris, and ultimately, New York. Taking inspiration from the methods and menus of Marco Pierre White, Raymond Blanc, Jean-Georges Vongerichten, and Pierre Gagnaire, Liebrandt dedicated himself to learning his craft for close to a decade. Then, at New York City's Atlas, he announced himself as a worldclass talent, putting his hard-earned technique to the test with a startlingly personal cuisine. He continued to further his reputation at restaurants such as Gilt, Corton, and now the Elm, becoming known for a singular, graphic style that has captured the public's imagination and earned him the respect of his peers. Punctuated throughout with dishes that mark the stages of his personal and professional life, all of them captured in breathtaking color photography, this is Liebrandt's literary tasting menu, a portrait of a chef putting it together and constantly pushing himself to challenge the way he, and we, think about the possibilities of food.

raise the bar taffer: *The Ultimate Bar Book* Mittie Hellmich, 2010-07-01 The Ultimate Bar Book — The bartender's bible and a James Beard nominee for the best Wine and Spirit book, 2008 The cocktail book for your home: The Ultimate Bar Book is an indispensable guide to classic cocktails and new drink recipes. Loaded with essential-to-know topics such as barware, tools, and mixing tips. Classic cocktails and new drinks: As the mistress of mixology, the author Mittie Hellmich has the classics down for the Martini, the Bloody Mary—and the many variations such as the Dirty Martini and the Virgin Mary. And then there are all the creative new elixirs the author brings to the table, like the Tasmanian Twister Cocktail or the Citron Sparkler. Illustrated secrets of classic cocktails and more: Illustrations show precisely what type of glass should be used for each drink. With dozens of recipes for garnishes, rims, infusions, and syrups; punches, gelatin shooters,

hot drinks, and non-alcoholic beverages; and let's not forget an essential selection of hangover remedies, *The Ultimate Bar Book* is nothing short of top-shelf. If you liked *PTD Cocktail Book*, *12 Bottle Bar* and *The Joy of Mixology*, you'll love *The Ultimate Bar Book*

raise the bar taffer: *Outsizing* Steve Coughran, 2019-06-18 *The New Principles of Growth and Success* Do you want to grow your business? In the past, have you struggled to realize the desired outcomes of your strategy? Do you feel that you're making all the right business moves but are still coming up short? In *Outsizing*, author Steve Coughran assembles decades of research, hundreds of interviews, and multi-industry consulting experience to identify the strategic factors that dictate the difference between exorbitant success and bankruptcy. This helpful guidebook walks you through crafting and implementing proven strategies to outgrow your limitations to achieve extraordinary results. *Outsizing* uniquely combines the principles of strategy, innovation, and finance into a comprehensive framework for generating value. Each chapter contains timely examples and proprietary insights to illustrate how businesses can form inimitable strategies that deliver value to the customer and capture value for the organization. The information is pertinent to any organization seeking to strengthen its culture, leverage advantages, focus on the essential, provide outstanding experiences to customers, and maximize financial returns. *Outsizing* will empower you to design strategies out of lessons learned as well as internal and external changes to build a foundation for enduring success.

raise the bar taffer: *David Copperfield's History of Magic* David Copperfield, Richard Wiseman, David Britland, 2021-10-26 In this personal journey through a unique performing art, David Copperfield profiles some of the world's most groundbreaking magicians. From the sixteenth-century magistrate who wrote an early book on conjuring, to the roaring twenties and the man who fooled Houdini, to the woman who levitated, vanished, and caught bullets in her bare hands, *David Copperfield's History of Magic* takes you on a wild journey through the remarkable feats of some of the greatest magicians in history. The result is a sweeping tale that reveals how these astonishing performers were outsiders who used magic to escape class, challenge conventions, transform popular culture, explore the innermost workings of the human mind, and inspire scientific discovery. Their incredible stories are complemented by more than 100 never-before-seen photographs of artifacts from Copperfield's exclusive Museum of Magic, including a sixteenth-century manual on sleight-of-hand; Houdini's straitjackets, handcuffs, and water torture chamber; Dante's famous sawing-in-half apparatus; Alexander's high-tech turban that allowed him to read people's minds; and even some coins that may have magically passed through the hands of Abraham Lincoln. By the end of the book, you'll be sure to share Copperfield's passion for the power of magic. --

raise the bar taffer: *The Restaurant Manager's Handbook* Douglas Robert Brown, 2007 Book & CD. This comprehensive book will show you step-by-step how to set up, operate, and manage a financially successful food service operation. *This Restaurant Manager's Handbook* covers everything that many consultants charge thousands of dollars to provide. The extensive resource guide details more than 7,000 suppliers to the industry -- virtually a separate book on its own. This reference book is essential for professionals in the hospitality field as well as newcomers who may be looking for answers to cost-containment and training issues. Demonstrated are literally hundreds of innovative ways to streamline your restaurant business. Learn new ways to make the kitchen, bars, dining room, and front office run smoother and increase performance. You will be able to shut down waste, reduce costs, and increase profits. In addition, operators will appreciate this valuable resource and reference in their daily activities and as a source of ready-to-use forms, Web sites, operating and cost cutting ideas, and mathematical formulas that can be easily applied to their operations. Highly recommended!

raise the bar taffer: *Innovate Inside the Box* George Couros, Katie Novak, 2019-08-14 In *Innovate Inside the Box*, George Couros and Katie Novak provide informed insight on creating purposeful learning opportunities for all students. By combining the power of the Innovator's Mindset and Universal Design for Learning (UDL), they empower educators to create opportunities

that will benefit every learner.

raise the bar taffer: *Start with No* Jim Camp, 2011-12-07 *Start with No* offers a contrarian, counterintuitive system for negotiating any kind of deal in any kind of situation—the purchase of a new house, a multimillion-dollar business deal, or where to take the kids for dinner. Think a win-win solution is the best way to make the deal? Think again. For years now, win-win has been the paradigm for business negotiation. But today, win-win is just the seductive mantra used by the toughest negotiators to get the other side to compromise unnecessarily, early, and often. Win-win negotiations play to your emotions and take advantage of your instinct and desire to make the deal. *Start with No* introduces a system of decision-based negotiation that teaches you how to understand and control these emotions. It teaches you how to ignore the siren call of the final result, which you can't really control, and how to focus instead on the activities and behavior that you can and must control in order to successfully negotiate with the pros. The best negotiators: * aren't interested in "yes"—they prefer "no" * never, ever rush to close, but always let the other side feel comfortable and secure * are never needy; they take advantage of the other party's neediness * create a "blank slate" to ensure they ask questions and listen to the answers, to make sure they have no assumptions and expectations * always have a mission and purpose that guides their decisions * don't send so much as an e-mail without an agenda for what they want to accomplish * know the four "budgets" for themselves and for the other side: time, energy, money, and emotion * never waste time with people who don't really make the decision *Start with No* is full of dozens of business as well as personal stories illustrating each point of the system. It will change your life as a negotiator. If you put to good use the principles and practices revealed here, you will become an immeasurably better negotiator.

raise the bar taffer: Raise Your Game Alan Stein Jr., Jon Sternfeld, 2019-01-08 Performance coach Alan Stein Jr. shares the secret principles used by world-class performers that will help you improve your productivity and achieve higher levels of success. High achievers are at the top of their game because of the discipline they have during the unseen hours. They have made a commitment to establish, tweak, and repeat positive habits in everything they do. *Raise Your Game* examines the top leaders in sports and business and proves that success is a result of the little things we do all the time. The basic principles provided in *Raise Your Game* are simple, but not easy. We live in an instantly downloadable world that encourages us to skip steps. We are taught to chase what's hot, flashy and sexy and ignore what's basic. But the basics work. They always have and they always will. *Raise Your Game* will inspire and empower you to commit to the fundamentals, create a winning mindset, and progress into new levels of success.

raise the bar taffer: Effortless Greg McKeown, 2021-04-27 NEW YORK TIMES BESTSELLER • A Times (UK) Best Book of the Year • From the author of the million-copy-selling *Essentialism* comes an empowering guide to achieving your goals. It all starts with a simple principle: Not everything has to be so hard. "In a world beset by burnout, Greg McKeown's work is essential."—Daniel H. Pink, author of *When, Drive, and To Sell Is Human* "At a time when fear, uncertainty, and our ever-growing list of responsibilities have come to feel like much too much to handle, *Effortless* couldn't be timelier, or more necessary."—Eve Rodsky, author of *Fair Play* Do you ever feel like: • You're teetering right on the edge of burnout? • You want to make a higher contribution, but lack the energy? • You're running faster but not moving closer to your goals? • Everything is so much harder than it used to be? As high achievers, we've been conditioned to believe that the path to success is paved with relentless work. That if we want to overachieve, we have to overexert, overthink, and overdo. That if we aren't perpetually exhausted, we're not doing enough. But lately, working hard is more exhausting than ever. And the more depleted we get, the more effort it takes to make progress. Stuck in an endless loop of "Zoom, eat, sleep, repeat," we're often working twice as hard to achieve half as much. Getting ahead doesn't have to be as hard as we make it. No matter what challenges or obstacles we face, there is a better way: instead of pushing ourselves harder, we can find an easier path. *Effortless* offers actionable advice for making the most essential activities the easiest ones, so you can achieve the results you want, without burning out.

Effortless teaches you how to: • Turn tedious tasks into enjoyable rituals • Prevent frustration by solving problems before they arise • Set a sustainable pace instead of powering through • Make one-time choices that eliminate many future decisions • Simplify your processes by removing unnecessary steps • Make relationships easier to maintain and manage • And much more The effortless way isn't the lazy way. It's the smart way. It may even be the only way. Not every hard thing in life can be made easy. But we can make it easier to do more of what matters most.

raise the bar taffer: My Story by Marilyn Chambers (Hardback) Marilyn Chambers, 2014-07-31 This is the hardback version. The intimate, uncensored erotobiography that is pure-as-Ivory Snow. The sexy girl next door who turned on the world talks openly in detail about her fantasies and what turns her on. Twenty-six pages of personal photos of the star of Behind the Green Door and The Resurrection of Eve. Marilyn was a legend in porn before her time. She set the gold standard that all other actresses attempted to emulate. - Larry Flynt Marilyn Chambers was by far a stunningly beautiful woman inside and out. Though I never worked with her on film I did work with her in other ways. She was sweet, engaging, thoughtful to her fans and just a real down to earth woman. I miss her very much. - Seka With her starring role is Rabid, her Ivory Snow escapade, and her incredibly HOT performances in Adult with her naturally slender, muscular physique, Marilyn rose to fame quickly. She was the only actress in porn that hired her directors, they did not hire her. Marilyn hired you, you did not hire her. She owned her roles and was not hired help. - Ron Jeremy

raise the bar taffer: Straight Up Ramona Pettygrave Shah, 2018-04-03 A fresh take on bar management from a veteran behind the stick and the manager's desk! In this compulsively readable guide to running a successful bar, Ramona Pettygrave Shah draws on over a decade of experience at the speed rail to dispense wisdom with a dash of wit. Delving into topics from time management to team cultivation to finances, she speaks with authority and clarity about the issues real-world bar managers and other employees face in a business with little room for error and lots of pitfalls to be avoided. From the simplest neighborhood dive to the ritziest cocktail bar, from virgin barback to restaurant owner, there's no one who wouldn't benefit from Ramona's sound advice. And while that advice is sometimes served with a twist of sarcasm, there's always a no-nonsense straight-talk chaser. By turns irreverent and profound, Straight Up: Real World Secrets to Running a Killer Bar is your guide to the attitude, organization, and teamwork necessary to absolutely crush it in the world of bartending and bar management.

raise the bar taffer: The Bar Shift David Domzalski, Dave Nitzel, 2018-12-07 The Bar Shift is 41 best practices for managing your bar and restaurant specifically targeting concepts and processes that will improve results and work-life. It's designed to be specific and to the point; which is what our industry requires. The book also allows the reader to jump right to a topic that may be a burning need in the business at the moment without compromising any previous content. The book is purpose-built for an industry that doesn't have time for a lot of waste, especially time! The Bar Shift targets the Bar Manager as it's audience understanding that that role may be played by anyone from an owner to a bartender. The book ensures there's content that will satisfy the most seasoned and talented of those involved in the industry from managers, owners, consultants and distributors alike.

raise the bar taffer: The 3-Minute Rule Brant Pinvidic, 2019-10-29 Want to deliver a pitch or presentation that grabs your audience's ever-shrinking attention span? Ditch the colorful slides and catchy language. And follow one simple rule: Convey only what needs to be said, clearly and concisely, in three minutes or less. That's the 3-Minute Rule. Hollywood producer and pitch master Brant Pinvidic has sold more than three hundred TV shows and movies, run a TV network, and helmed one of the largest production companies in the world with smash hits like The Biggest Loser and Bar Rescue. In his nearly twenty years of experience, he's developed a simple, straightforward system that's helped hundreds—from Fortune 100 CEOs to PTA presidents—use top-level Hollywood storytelling techniques to simplify their messages and say less to get more. Pinvidic proves that anyone can deliver a great pitch, for any idea, in any situation, so your audience not only remembers your message but can pass it on to their friends and colleagues. You'll see how his methods work in

a wide range of situations—from presenting investment opportunities in a biotech startup to pitching sponsorship deals for major sports stadiums, and more. Now it's your turn. The 3-Minute Rule will equip you with an easy, foolproof method to boil down any idea to its essential elements and structure it for maximum impact. Simplify. Say less. Get More.

raise the bar taffer: Woo, Wow, and Win Thomas A. Stewart, Patricia O'Connell, 2016-11-29 In this pioneering guide, two business authorities introduce the new discipline of Service Design and reveal why trying new strategies for pleasing customers isn't enough to differentiate your business—it needs to be designed for service from the ground up. Woo, Wow, and Win reveals the importance of designing your company around service, and offers clear, practical strategies based on the idea that the design of services is markedly different than manufacturing. Bestselling authors and business experts Thomas A. Stewart and Patricia O'Connell contend that most companies, both digital and brick-and-mortar, B2B or B2C; are not designed for service—to provide an experience that matches a customer's expectations with every interaction and serves the company's needs. When customers have more choices than ever before, study after study reveals that it's the experience that makes the difference. To provide great experiences that keep customers coming back, businesses must design their services with as much care as their products. Service Design is proactive—it is about delivering on your promise to customers in accordance with your strategy, not about acceding to customer dictates. Woo, Wow, and Win teaches you how to create Ahhh moments when the customer makes a positive judgment, and to avoid Ow moments—when you lose a sale or worse, customer trust. Whether you're giving a haircut, selling life insurance, or managing an office building, your customer is as much a part of your business as your employees are. Together, you and customers create a bank of trust; fueled by knowledge of each other's skills and preferences. This is Customer Capital, the authors explain, and it is jointly owned. But it's up to you to manage it profitably. Innovative yet grounded in real world examples, Woo, Wow, and Win is the key strategy for winning customers—and keeping them.

raise the bar taffer: Game Architecture and Design Andrew Rollings, Dave Morris, 2004 A guide to computer game design, architecture, and management explores the application of design principles, shares the experiences of game programmers, and offers an overview of game development software.

raise the bar taffer: Success Is in Your Sphere: Leverage the Power of Relationships to Achieve Your Business Goals Zvi Band, 2019-04-05 A proven step-by-step approach to leveraging the unique power of relationships to your best business advantage. Our professional relationships are the most important asset we have when it comes to growing our careers and our businesses. Most people think of this as “networking.” But in today's hyperconnected market, the most cost-effective and high-return route to new, repeat, and referral business is through our existing networks, not through adding more social media “friends” and “connections.” This transformative guide from relationship marketing expert Zvi Band shows you how to deepen your personal connections to achieve your professional goals—using the CAPITAL strategy of relationship-building techniques: •Consistency: develop good habits to form stronger relationships •Aggregate: build a personal database of professional contacts •Prioritize: order your network based on who can help •Investigate: collect intelligence on the people who are most important to you •Timely Engagement: create a steady cadence in your outreach •Adding Value: offer more than a simple follow-up •Leverage: execute more effectively The basic idea behind these powerful tools is simple: Effective relationship building is not about acquiring new contacts. It's about strengthening your connections with the key people who will help you drive your business forward. Through a combination of personal research, best practices, and case studies, Band provides a prescriptive strategy you can customize and follow every day. You'll find cost-effective, high-yield tools that can be implemented via social media and other digital platforms. You'll discover the best-kept secrets of the most popular companies in the world—and time-saving techniques for achieving similar results with your own customers. Most important, you can make the most of what you already have: the simple human connections that make everything worthwhile. In business, as in life, it all comes down to the quality of your

relationships. When the right people are on your side, Success Is in Your Sphere.

raise the bar taffer: *The Power of Broke* Daymond John, Daniel Paisner, 2016 The star of ABC's Shark Tank demonstrates how starting a business on a shoestring can provide significant competitive advantages for entrepreneurs by forcing them to think creatively, use resources efficiently, and connect more authentically with customers. --Publisher's description.

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