Comparable events — 3

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The third margin is not calculated, and that is the point of the document.** A margin shown without the agency hours attached is an estimate presented as a measurement.

Event	Date	Covers	Revenue	Food cost	Service hours	Margin
Aubel seminar	Tuesday 04/02/2025	38	€3,420	€1,060	**29 h, attached**	**Measured**
Loiret birthday	Wednesday 12/03/2025	52	€4,940	€1,580	**41 h, attached**	**Measured**
Verne reception	Thursday 25/09/2025	46	€4,100	€1,490	**Not attached**	**Unmeasurable**

The third is the closest to the current enquiry — a Thursday in September, a reception format, comparable numbers. It is the one you would most need, and the

> one you cannot read.

What the first two show, and the margin does not

Event	Day	Usual covers that evening	Covers displaced
Aubel seminar	Tuesday	**18**	18 of 38
Loiret birthday	Wednesday	**24**	24 of 52
Current enquiry	**Thursday**	**74 on average**	**28 already booked**

A hire early in the week fills a quiet evening. A hire on a Thursday displaces guests who would have come. Those are not the same 45 covers, and the difference does not show in an event margin.

What would be requested in future, on your approval

Trigger	Action	Recipient	Chase
Event closed	Request to attach the agency hours	Front-of-house manager	at 72 h
Hours still unattached after the chase	Flagged	Owner	monthly summary

> **Of eleven events since January, seven have no agency hours attached.**
> Without that, the profitability of your private hires stays an impression — the one a large revenue figure leaves.

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