



Loss Prevention, Business Management and Security Analysis

Quantify each topic considering the value on a monthly basis for implementing a solution for Psychological Deterrence, Pro-Active Management & Re-Active Management as it applies to Employees, Vendors/Contractors, Customers, Tenants, Guests and Outsiders

- **Increase Productivity - Owner / Manager / Employees**
 Spend Less Time Walking Around, Confirm Open / Close / Shift Changes / Time Clock,
 Decrease Payroll, Shipping/Receiving, Inventory/Quality Control, Less Mistakes/Damages,
 Assure Cleaner, Safer, Friendlier Atmosphere, More Appealing to Customers, More Sales
 # ___ of Employees/Day x ___ Hrs. Not Supervised x ___ \$/hr x ___ % Less/Day X30 = \$ _____
 - **Improve Customer Service & Sales**
 Promptness, Quality, Up-sell, Traffic Patterns, Repeat, Referrals. Additional Sales
 Positive Effect on Monthly Gross Sales _____ x profit % = \$ _____
 - **Employees Misconduct / Theft / Fraud**
 Waste, Damages, Discounts, Giveaways, Cash & Product Theft, Voids, Refunds,
 Coupons and Other Frauds
 Monthly Sales \$ _____ x _____ % (national average loss 2-5%) = \$ _____
 - **Vendor & Contractor Theft / Fraud** – Wasting Time, Counts, Damages, Billing \$ _____
 - **Customers and Shoplifting** 1:11 people shoplift – 1:48 get caught
 Customer Count X Avg. Sale X 10% = _____ or Daily Avg. Loss X 30
 Other issues at the Register including Counterfeit Money or Discrepancies \$ _____
 - **Deter & Record Criminal Activity**
 Loitering, Loudness, Property Damage, Burglary, Robbery, Drugs,
 Violence, Credit Card / Check Fraud, Refund Fraud, Etc. \$ _____
 - **Deter / Invalidate Frivolous Claims / Limit Liabilities**
 Worker's Comp, Slip Fall, Workplace Issues, Customer Claims, Etc. \$ _____
 - **Other Liability Issues** Liquor, Cig License, Health Codes, Compliance \$ _____
 - **Reduce Insurance Costs** Premiums, Avoid Increases or Cancellation \$ _____
 - **Save Time / Trips** \$ _____
 - **Peace of Mind - Personal Security** \$ _____
- TOTAL** \$ _____