**Meeting Notes**:

* + Rob and Anna want us to go to each department and level them up
  + Do we feel that we are finding some really good wins?
    - Find 1% of that category can make a material change
      * 1% of sales or 1% of EBITDA?
      * $400M Sales
        + $4M is too big for them?
      * EBITDA
        + 20% of Sales
        + $800K
      * $500K makes sense. Moves the needle
    - Less than $200K is not going to move the needle
  + “Haven’t made a lot of investment in the backend and it’s preventing scalability”
  + Find a blind spot! Rob has mentioned this multiple times
    - Things like that we’re not focused on that we want you guys to recommend to us
    - Providing a more clear line of sight to AI horizon to Cactus for final report
  + Usually BOH hourly
    - * 80% churn
        + Quits vs fires
        + Exit surveys sometimes

Not always hourly

* + FOH
    - 60% churn
  + Numbers have improved. Hiring is seasonal.
    - Transient workforce
  + Get value per employee on sales from Anna
    - Get retention report

**Action Items:**

* MRO Process Map (Due Soon)
* Review the opps they sent us (Due Soon)
* Setup Enterprise ChatGPT
* Prompt Engineering Training
* Org chart -> Rebecca working on Corporate Structure (Back on Sunday)
* System diagrams
* Department Workflows