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Sandra Price
HOSPITALITY CONSULTANT
FOUNDER & PRINCIPAL
P4 HOSPITALITY GROUP

Executive Leadership Speaker



Sandra is the Founder and Principal of the P4 Hospitality Group, where she works with independent restaurant group leaders and executive teams to build disciplined, system-led businesses that scale consistently and profitably.

Raised in a family-owned restaurant in the 1960s, Sandra learned early that strong operations only succeed when paired with clear leadership and accountability.

With a background in business and finance and advanced Lean Six Sigma credentials, she helps hospitality owners step out of daily firefighting and into true leadership through the P4+ Framework –People, Process, Planning, and Profit = Performance.



SPEAKING TOPICS



A Seat at the Owner's Table™, is an executive-level experience for independent restaurant group owners who want to move from daily firefighting to scalable leadership.

She introduces the P4+ Framework—People, Process, Planning, Profit as the foundation for disciplined growth, leadership leverage, and predictable performance across locations.

This is not frontline training. This is a closed-door ownership conversation.

Who This Session Is For

- Independent restaurant group owners
- Multi-unit operators and founders
- Executive leadership teams responsible for scale and performance
- Owners focused on consistency, margin, and long-term value

What Owners and Executives Will Learn

- Why owner-dependence becomes the biggest limitation to scale
- How decision bottlenecks quietly erode consistency and profit
- The leadership role shift required as restaurant groups grow
- How the P4+ framework creates alignment across people, operations, and strategy
- What system-led leadership looks like in high-performing restaurant groups

This session helps restaurant group owners and executives:

- Regain control without being everywhere
- Build leadership depth and accountability
- Protect brand standards across locations
- Create a foundation for scalable, profitable growth

SPEAKING TOPICS



Consistency Is an Executive Decision™

challenges restaurant group owners to rethink where execution truly breaks down.

This executive-level session reframes inconsistency not as a training or people issue, but as a leadership and governance issue that begins at the top.

Sandra introduces how executive clarity, decision rights, and operating discipline directly impact brand standards, guest experience, and profitability across locations.

Owners gain a clear understanding of why standards slip when leadership is stretched—and how to restore consistency without micromanagement.

This is not a frontline operations session. It is a strategic leadership conversation for owners and executive teams.

What owners and executives will learn

- Why inconsistency is a leadership issue—not a training failure
- How unclear decision rights create execution drift across locations
- The hidden cost of “letting each unit do it their way.”
- How executive discipline protects brand, culture, and margin
- What must change at the leadership level to create predictable execution

This session helps restaurant group owners and executives:

- Stronger leadership alignment
- Reduced variance across locations
- Greater confidence in scaling decisions
- A foundation for sustainable, system-led growth



Built to Win was written for independent restaurant group owners who are done relying on heroics and ready to build businesses that perform consistently—every shift, every location.

This isn't theory. It's the result of decades in hospitality and years spent helping operators fix what actually breaks businesses behind the scenes.

If you want fewer emergencies, stronger leaders, and a business that supports your goals instead of consuming your life, **Built to Win** will show you how to design an operation that works—by design, not by chance.



Business Breakthrough Strategies is a practical guide for business owners who want to increase revenue, improve conversion rates, and strengthen profitability without increasing marketing spend.

The book focuses on proven growth and profit levers—such as positioning, offers, pricing, upselling, partnerships, follow-up systems, and cost control—that already exist inside most businesses but are often underutilized.

Each strategy is designed to stand alone, allowing owners to implement changes quickly and see measurable results without overhauling their entire operation.



Welcome to The Hospitality Table — we're so glad you're here.

In hospitality, we spend so much time serving others that it's easy to forget the table we never sit at — the one where strategy, systems, and leadership growth belong.

That's why I created The Hospitality Table — a resource for operators, owners, and leaders who want to elevate more than the guest experience. It's for those who want to lead with clarity, consistency, and confidence.

Each edition brings you:

- Real-world insights from the front lines of hospitality leadership
- Performance systems that strengthen your people, process, and profit
- Stories from operators turning chaos into clarity
- Tools and frameworks you can apply right away

If you're building a brand that values excellence behind the scenes as much as at the table, this is your seat.



Pull up a chair and subscribe to The Hospitality Table.

Let's raise the standard for what hospitality leadership can be.

MOST VIEWED

Lean Into Hospitality

"People-Powered. Process-Driven.
Purpose-Proven."

The Secret to Consistent, High-Performing Restaurant Operations

The Sprint Cycle

The Most Undervalued Assets in Hospitality

Human Capacity

Hospitality Optimization

2026 Strategy For Growth



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