

FINANCIAL & COMMERCIAL MASTERY

MODULE 9

Budgeting, Forecasting & Cost Control

A budget isn't a constraint. It's your permission to spend — wisely.

What You'll Learn

Lesson 1

Building a Spa Budget

Lesson 2

Cost Control Without Cutting Quality

LESSON 1

Building a Spa Budget

- Zero-based vs incremental budgeting
- Revenue forecasting: seasonality, trends, and booking patterns
- Cost planning: fixed vs variable, controllable vs non-controllable
- The art of the business case: justifying investment

Cost Control Without Cutting Quality

- Labour optimisation: scheduling to demand, not to habit
- Stock management: reducing waste without running out
- Energy and utility management in thermal facilities
- Renegotiating contracts: suppliers, equipment, consumables

KEY CONCEPT



The best spa managers don't cut costs blindly. They invest where it matters and eliminate what doesn't add value.

PRACTICAL EXERCISE

Apply What You've Learned

Build a 12-month budget for your spa (or use the template provided). Identify three areas of cost reduction that won't affect guest experience. Create a seasonal forecast model based on your booking history.

LEARNING OUTCOMES

By completing this module, you will be able to:

- 1**
• Build a 12-month operational budget from scratch
- 2**
• Forecast revenue using seasonal patterns and trend analysis
- 3**
• Identify cost reduction opportunities without quality compromise
- 4**
• Present a business case for capital investment

Required Submissions

Annual Budget

Complete 12-month budget with revenue forecast and cost allocation.

Cost Reduction Plan

Three identified savings with implementation timeline and projected impact.

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Module 9 Complete

Next: Module 10