

Step 07 · Ways to Sell

Frequently Asked Questions

Are delivery apps worth it for a coffee shop?

Only if the extra sales leave enough after the full cost and fit your service. Owners report useful additional orders alongside thin returns, menu problems, and loss of control after pickup. Cost commissions, applicable processing or integration charges, packaging, discounts, remakes, and added labor using your actual agreement. Test a limited menu that travels well. Compare the money left and the effect on existing customers, rather than judging the channel by delivery revenue alone.

Check current platform terms and fees before signing up or changing prices.

How do I get coffee shops to buy my beans?

Approach shops whose menu and customers fit your coffee, and ask what they need from a supplier. A sample can start the conversation, but switching may depend on dependable delivery, consistency, training, or an existing agreement. Explain what you can actually provide and price that support into the offer. Start with an account you can serve reliably. A lower bean price alone may not outweigh the relationship and services they already have.

What should I charge someone to rent the café for an event?

Price the whole booking, with clear inclusions. Separate use of the room from staffed coffee service and drinks. Count preparation, guest access, event time, cleanup, labor, supplies, and any regular trade you would lose. Owners use several arrangements, so an hourly price from another café is not a reliable rate for yours. Define guest limits, access times, outside food, extra hours, cancellations, and who pays for drinks before quoting.

Check the proposed use with your landlord, insurer, and local authorities; have booking terms reviewed.