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***FOR IMMEDIATE RELEASE***

BANDYWORKS PUBLISHES THE C-STORE GROWTH MINDSET
A Practical Guide to Establishing Accountability

Colonial Heights, VA (April 25, 2022) – Tom Bandy (Founder of BandyWorks) and Mason Cowan (Director of Managed Services, BandyWorks) have authored a recently released book on accountability titled: C-Store Growth Mindset – Making Peace with Accountability. The findings are based on a decade of operations experience and a career of retail data analytics.

In their experience the authors have found that many convenience store operators, while great businesspeople, lack one thing that inhibits their growth and success: an accountability system. There is little disagreement that accountability is essential to management and improves results yet “using” accountability is often delayed, ignored or done half-heartedy.

Asked why they wrote the book Tom Bandy responded, “My own inability to use accountability correctly cost me much time with my family and literally millions of dollars. I was determined not to let valuable mistakes go to waste. Since learning the principles we detail in the book, both my family and business lives are so much better. Even more enjoyable is how much those that live and work with me enjoy how we relate and succeed.” He went on to say that it seemed a sin not to share with others what he had so painfully learned.

For many accountability is a negative idea, but when done correctly the authors believe it makes business so much easier, fun and successful.

The C-Store Growth Mindset outlines a systematic approach to incorporating a data-based accountability system into convenience store organizations.

The book keys in on five principles of accountability used to lead and manage successful convenience stores:
• Vision & Mission
• People and Teamwork
• Process
• Goals/KPI’s
• Tracking & Follow Up

To ensure the principles were defined correctly, Mason Cowan found and reviewed over 20 university and other resources from independent professional researchers as validation.

Following these principles outlined in the book serves as a roadmap to establish a process and best practices for accountability for c-store owners.

The book relays a straightforward approach with case histories from six convenience store operators on how they have applied the principles in their businesses. Here is a quote from just one of them – Greg Hendricks, VP Operations, Garrison Food Mart: “All five principles are used every day in my work. I cannot just pick one. This new book is a concise summary of things we do every day. I like it as it just makes it easy to focus on the things that make sense.”

For more commentary on the book visit BandyWorks’ blog at: https://bandyworks.com/blog/c-store-growth-mindset/

The book is available for purchase on Amazon through a link on the BandyWorks’ website (https://bandyworks.com/books/)

ABOUT BANDYWORKS

Like many of their convenience store customers, BandyWorks is a family-owned company. BandyWorks sole focus is their convenience store customers’ growth -- they manage data analytics for clients so they in turn can better manage growth. The time they save, sales they multiply and shrink they prevent for their clients is a direct reflection of BandyWorks’ value. The BandyWorks’ collaborative process, relationship building and problem-solving focus saves valuable time by making it simple for clients to see operational status. They boil down data to the bare essentials – the good and the bad – and identify efficiencies and deficiencies. BandyWorks has a proven method to deliver just the right information to store managers to make it easy to digest and subsequently most effectively execute essential work. They call these deliverables “coachable insights”.

BandyWorks has worked inside convenience stores to understand the challenges of operations – including hiring, developing employees, cleaning, stocking, serving customers and complying. The skills needed are many and the candidates few. It is easy to overwhelm store staff as well as the area managers and directors who are responsible
to keep stores open, staffed and thriving – BandyWorks aims to remove that big obstacle of overload to make processes easier.

For more information about BandyWorks visit: www.bandyworks.com

Tom Bandy

Mason Cowan
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