

## SALES TRAINING

# RAVE ★★★★★ REVIEWS

Rave Reviews Sales Training Program  
Measurable Outcomes \* Guaranteed Results

SALES TRAINING PROGRAM ★ WWW.RAVEREVIEW.INFO ★ PHONE 440 537 5641

### Dear Restaurant Manager,

Are you worried about **SLUMPING SALES**? Would you like to **INCREASE REVENUES** while not increasing your overhead? Rave Reviews Sales Incentive Program is specifically designed to identify lost sales and target sales opportunities in your restaurant in order to significantly increase your guest check average. If your servers are order takers and not sales representatives, you could be losing revenues each and every shift!

#### SELLING TECHNIQUES CAN BE TAUGHT, IT'S A WIN \* WIN \* WIN SITUATION!

If we hire for attitude, we can teach the skills necessary to improve staff performance.

- Win #1 Suggestive selling not only increases revenues for your restaurant, it also
- Win #2 increases guest satisfaction by exposing your customers to the best that you have to offer and in addition,
- Win #3 increases server tips since most customers tip a percentage of the check.

Call today to learn how Rave Reviews Sales Incentive Program can

**BRING A \$144,000 INCREASE TO YOUR TOP LINE! (440) 537 5641**

#### EXAMPLE OF A COMMON REVENUE BUILDING OPPORTUNITY

Run a report on your POS system to give you an average guest check for a party of 4. If a server is taught to sell two extra Cosmo Martinis at \$6.50 each, one Brie appetizer at \$8.50 and one Bread Pudding at \$7.50:

2 extra cocktails .....	\$13.00	\$29 x 40 tables / night .....	\$1,160
1 extra appetizer .....	\$8.50	\$1,160 x 1 week .....	\$3,000 (let's be conservative)
1 extra dessert.....	\$7.50	\$3,000 x 4 weeks.....	\$12,000
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Total.....	\$29 extra per table	\$12,000 x 12 months .....	\$144,000 in extra annual revenue!



**SALES**



**PROGRAM**