

HOW TO SELL MORE DESSERTS

1

Never ask: “Do you want dessert?”
Always ask: “Which dessert would you like tonight?”

2

Put the dessert tent card right into the hands of your guests while talking about your fabulous line of desserts.

3

Plant the idea for some great desserts when taking the entrée and after delivering the meal. Use very descriptive words.

4

Create a dessert tray, and hold the tray at eye level when presenting it to guests.

5

Recommend that guests share a dessert if they are “too full”.

6

Upsell the dessert by suggesting a scoop of ice cream.

7

Offer desserts to go if guests are in a hurry to leave.

8

Suggesting and selling desserts will DOUBLE your tips!

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