

Webinar Date: October 18, 2022

### A. Menu Management – Keeping it Fresh

<p><b>1. Keep it Fresh -Areas to focus on:</b></p> <ul style="list-style-type: none"> <li>- Seasonal Opportunities</li> <li>- Produce vendor relationships</li> <li>- Local Vendor Relationships</li> <li>- Farm-to-Table             <ul style="list-style-type: none"> <li>• Local Farms/Artisans</li> </ul> </li> </ul>	<p><i>Opportunities to explore for your community/organization:</i></p>       <p><i>What challenges do you anticipate? How will you overcome them?</i></p>
<p><b>2. Menu Management</b></p> <ul style="list-style-type: none"> <li>- Staying ahead of the ever-changing expectations of current and potential residents</li> <li>- Optional sources</li> <li>- Substituting more often</li> <li>- Evolving menus</li> </ul>	<p><i>Where will you begin to enhance your menu?</i></p>       <p><i>What impact to you expect from your changes?</i></p>



## Menu Management & Creating WOW in Your Dining Rooms



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### B. Creating Variety & Fiscally Responsible Menu Management

**Fundamentals include:**

<b>Menu Engineering</b>	<p>Evaluate:</p> <ul style="list-style-type: none"> <li>• Breadth of menu offerings</li> <li>• Proper prep numbers</li> <li>• Cooking a'la minute</li> <li>• Add a "word of mouth" special</li> </ul>	<b>Notes:</b>
<b>Reducing Waste</b>	<ul style="list-style-type: none"> <li>• Add specials</li> <li>• Pickle leftover vegetables</li> </ul>	<b>Notes:</b>
<b>Cooking Techniques</b>	<ul style="list-style-type: none"> <li>• Cuts of meat</li> <li>• Juices (marinades)</li> <li>• Sous Vide</li> </ul>	<b>Notes:</b>

**Notes:**



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### C. Create a WOW in Your Dining Rooms

<p style="text-align: center;"><b>Presentation</b></p> <ul style="list-style-type: none"> <li>• Each Plate</li> <li>• Beverage Stations</li> <li>• Special Events</li> </ul>	<p><i>Ideas to get started:</i></p>
<p style="text-align: center;"><b>Utilize Alternative Areas in the Community</b></p> <ul style="list-style-type: none"> <li>• Sandwich Carving Station</li> <li>• Dessert Stations</li> <li>• Progressive Dinner Stations</li> </ul>	<p><i>Ideas to get started:</i></p>
<p style="text-align: center;"><b>Inspire Creativity in Your Department</b></p> <ul style="list-style-type: none"> <li>• Creativity is a TEAM effort</li> </ul>	<p><i>Ideas to get started:</i></p>

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