

HOW & WHEN TO SERVE CORDIALS

Liqueurs, being sweet and potent and containing certain beneficial, essential oils, are natural digestives. For this reason, they are most popular as after-dinner drinks, their primary use today.

During Prohibition, however, liqueurs came into wide use as cocktail ingredients because their rich sweetness was helpful in covering up the harsh bite of the spirits bootleggers supplied. Many cocktails invented during that period call for liqueurs as an important ingredient. In fact, many people have found that a dash of a liqueur in a cocktail gives it added smoothness, texture, and palatability.

In France certain liqueurs are used in various ways aside from their customary use as after-dinner drinks. Most of the crème de menthe used in France, for instance, is drunk in the form of highballs. Crème de cassis is drunk mixed with French vermouth and soda or with white wine. A

(Continued on Reverse)

Service Tip of the Day

It is always impressive when a server can take a table's orders by memory, though not everyone is able to do this. Usually, a server would not have the confidence to do this until they have been working here awhile and are thoroughly familiar with all aspects of our food service. If you are comfortable enough to try this, start small by doing it with tables of two. Once your confidence is up, try it with larger tables.

Facility Focus

Check under the tables on your station to ensure that the carpet is clean and all trash and debris from previous meal periods has been picked up.

Sales Tip of the Day

Suggestive selling is the skill of painting a tempting picture with words. Try using some of the following words and phrases in your suggestions:

- Chef's own ...
- Cool and refreshing.
- Crisp, delicious, delicate, fresh, house-made, light, natural ingredients, satisfying, tender/tempting.

Use descriptive words when describing methods of preparation:

- Baked, basted, boiled, broiled, fried.
- Sautéed, simmered, stewed, roasted, toasted.

Draw attention to certain foods:

- Our most popular entrée is ...
- Our chef's appetizer is ...
- We prepare all our own desserts ...
- We are famous for our ...

Avoid Yes/No questions. Avoid asking a question, such as, "Do you want dessert?" Too often, the member will take the easy way out and say "No." Skilled servers always offer choices.

Food Terms

Vinaigrette (ve-nay-gret) - a mixture of oil and vinegar with herbs, salt, and pepper.

Remoulade (RAY-moo-lahd) - a classic sauce of mayonnaise to which chopped gherkins, capers, parsley, spring onions, chervil, chopped tarragon, and anchovy essence are added; served with a cold dish or used as a salad dressing.

Wine Terms

Domaine (do-main) - refers to the wine producing properties (estates) in Burgundy, France.

Château (shah-TOE) - refers to the wine producing properties (estates) in Bordeaux, France.

Fliers - specks of sediment in a wine.

HOW AND WHEN TO SERVE CORDIALS, continued

popular way of serving liqueurs is as a frappés, which are made by filling a small glass with finely shaved ice and then pouring the liqueur into it. Liqueurs are compatible with sweet cream, other liqueurs, liquors, and mixers.

In addition to these uses, liqueurs are used in cooking, in baking, to flavor ices and ice creams, in making sauces for puddings, in fruit dishes, and in desserts in general.

A great suggestion for a simple dessert is a shot of a member's favorite liqueur over a scoop of vanilla ice cream. Good suggestions are Drambuie, Frangelico, Grand Marnier, Kahlua, and Tia Maria. Check with your supervisor for pricing of these elegantly simple desserts. Usually, you would just charge for the shot of liqueur, bring it to the table in a small snifter and let the member taste it and pour it over his ice cream.

Try suggesting one tonight and see what happens!

Here's the Answer, Now What is the Question?

- A1. *Baguette* - What is a long, thin loaf of French bread?
- A2. Boullion - What is a clear liquid in which meat or vegetables have been cooked?
- A3. *Demi-glace* - What is a brown sauce mixed in veal stock, reduced in half, and flavored with Madeira or sherry?
- A4. *Sashimi* - What is sliced raw fish?
- A5. Hotel butter - What is butter with parsley and lemon juice?
- A6. Prime - What is the top grade of beef in the U.S.?
- A7. Braised - What is the method of cooking where the food is browned or seared in fat, then cooked tightly covered in a small amount of liquid at low temperature?
- A8. *filet* - What is a boneless cut of red meat or beef?
- A9. Fillet - What is a boneless piece of fish or poultry?
- A10. Chef's salad - What is a mixed green salad with hard-boiled egg and julienne meats added?

D a i l y R e v i e w

- Specials
- Appetizers du Jour
- Wines by the Glass
- Specialty Drinks
- Menu tasting
- Espresso/Cappuccino
- Desserts du Jour
- Reservations
- Special Parties
- Upcoming Club Events