

Know More. Earn More.

Let's be honest; waiting tables is selling. And, the more knowledge a waiter or waitress has, the more they, and their restaurant's benefit.

We do not mean a hard sell (or pushing the most expensive items). Instead, provide your guests with thoughtful suggestions and properly paired beverages that enhance the meal and their dining experience.

Knowing how to sell also increases how much money both the server and restaurant earn. This chart shows just how much money, pardon the pun; every server is leaving on the table.

If you want to see exactly how much you are losing, we have a great **Upsell Calculator** on our website.



On-The-Floor Training

Waiter Wallet's® Template System



100% Customizable for All Restaurants



No Software to Purchase or Install



Fast and Easy to Create, Print and Save



Nine Money-Making Templates



VIP Information at Server's Fingertips

TODAY'S SPECIALS: Thursday, Jun 27		TODAY'S SPECIALS: Thursday, Jun 27		
Crispy Sushi Sampler	\$24.00	1. Crispy Sushi Sampler	\$24.00	
Tuna, hamachi, salmon, chipotle mayo and crispy rice.		Tuna, hamachi, salmon, chipotle mayo and crispy rice.		
Caramelized Pork Chop with Maui Mango	\$29.00	Caramelized Pork Chop with Maui Mango \$29.		
Plate: Baby bok choy, molakai yam Sauce: Big Island vanilla, anise, cinnamon, Thai	basil	Plate: Baby bok choy, molakai yam Sauce: Big Island vanilla, anise, cinnamon, Thai basil		
3. Whole Moi "Wok Fried" Thai Style	\$32.00	Whole Moi "Wok Fried" Thai Style \$32		
Plate: Shitake mushroom, jasmine rice Sauce: Kaffir lime and Thai basil		Plate: Shitake mushroom, jasmine rice Sauce: Kaffir lime and Thai basil		
Sweet Kula Com Risotto with Sweet Shrimp \$26.00		Sweet Kula Corn Risotto with Sweet Shrimp \$26.00		
Plate: Caramelized Maui onion, roasted com		Plate: Caramelized Maui onion, roasted corn		
5. Seared Rare Big Island Sashimi Ahi	\$32.00	5. Seared Rare Big Island Sashimi Ahi	\$32.00	
Plate: Stir-fried upcountry vegetables		Plate: Stir-fried upcountry vegetables		
Sauce: Herb salad and pineapple-sambal		Sauce: Herb salad and pineapple-sambal		
86'D ITEMS		86'D ITEMS		
Bryant Family Estate Cab 3. Mixed berries		Bryant Family Estate Cab 3. Mixed berries		
2. Hundred Acre, Barossa Vly 4. Johnny Walker Red		2. Hundred Acre, Barossa Vly 4. Johnny Walk	er Red	

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Bryant Family Estate Cab 3. Mixed berries		Bryant Family Estate Cab 3. Mixed berries		
2. Hundred Acre, Barossa Vly 4. Johnny Walker Red		2. Hundred Acre, Barossa Vly 4. Johnny Walker Red		

Our software automatically creates and downloads a 4-up PDF to your computer.

Waiter Wallet® Templates

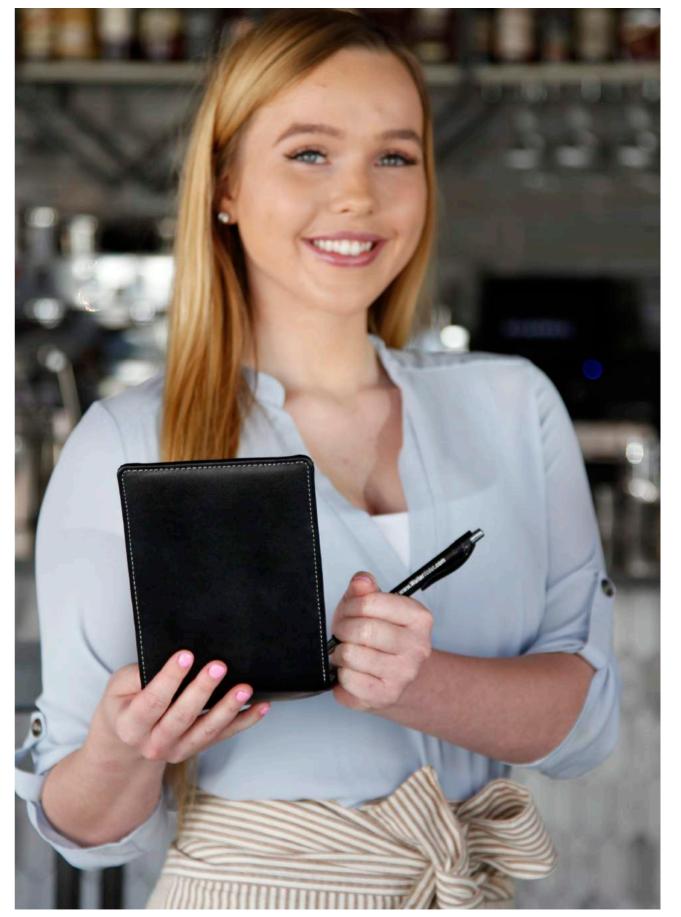
Nine On-Line Restaurant Cheat-Sheets

No one knows everything. So why not create a library of restaurant cheat-sheets to help, even the best waiters and waitress, know more? Well, we did it!

Unlike check presenters, the Waiter Wallet's patented design perfectly positions our invaluable, money- making guides at the server's fingertips (and away from the guest's eyes).







Waiter Wallet patented design discreetly hides its contents from restaurant guests.

Waiter Wallet® Templates Instructions

- Select one of our nine Free Templates* and click, 'Customize This Template.'
- Choose your version of Waiter Wallet from the **Template Size** dropdown menu.
- 3. Click in the empty fields to type in the information from your menu.
- 4. Choose **Save** if you plan on editing the template in the future. Then, type in a name and click **OK**.
- 5. Click **Print** on the left and a 4-up PDF is download to your device.
- 6. To edit a previously created template, go to that template and, in the dropdown menu below the dotted line, select the name and click the refresh button.
- 7. The **Reset** button clears all text entered into the template
- 8. Print the PDF on your printer.

- Cut out the templates (or use the Waiter Wallet perforated sheets) and insert the printed templates into the Waiter Wallet or Clear Pocket Insert for easy reference.
- 10. Go to the bank and deposit all the extra money you are making.

* one year access with a Waiter Wallet purchase



Allergy	Salad	Apps	Steak	Farm	Ocean
Milk					
Peanuts					
Shellfish					
Tree Nuts					
Eggs					
Fish					
Soy					
Wheat/ Gluten					

Our on-line template software interface makes creating restaurant cheat sheets fast and easy.

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BAR NOTES

BOTTLE BEER	DRAFT BEER		
\$	\$		
\$	\$		
\$	\$		
\$	\$		
\$	\$		
\$	\$		
WHITE WINE	RED WINE		
\$	\$		
\$	\$		
\$	\$		
\$	\$		
\$	\$		
\$	\$		
WELL	CALL		
\$	\$		
\$	\$		
\$	\$		
\$	\$		
\$	\$		
\$	\$		

Bar Notes Template

A comprehensive list of all your restaurant's bar drinks and their prices.

Like many of our templates, almost all of the content is customizable. In addition to the drink fields, the name and category content is also customizable. So, if you only serve wine, you can change the fields to, for example, styles of wine, and list six wines for each style.

You can even change **any** template's colors to match your restaurant or personal preference.

We think it is best to think of our templates existing format as a guide. Then let your menu and imagination create something that works best for your restaurant.

PRO TIP | Once completed, save and name the template for fast and easy future editing. For example, if a 'RED WINE' changes, you only need to edit that line and reprint.

NOTE | All information is saved to your computer so, resetting a browser could delete your content.

LINK | Bar Notes Template

Daily Specials Template

All the daily information servers need to know, including daily specials and eighty-sixed items.

While the date is auto populated, all the other information is entirely editable.

Now at the pre-shift, servers can be more focused on what is being said rather than consumed with scribbling down hard to read notes

PRO TIP | Waiter Wallet's perforated sheets are great for fast, easy distribution of templates to staff. Just fold, tear and hand out the template.

LINK | Daily Specials Template

TODAY'S SPECIALS: Wedne	esday, Oct 30
1.	\$
2.	\$
3.	\$
4.	\$
5.	\$

86'D ITEMS		
1	3	
2	4	

Allergy	Salad	Apps	Steak	Farm	Ocean
Milk					
Peanuts					
Shellfish					
Tree Nuts					
Eggs					
Fish					
Soy					
Wheat/ Gluten					

Allergies Template

Don't slow down the kitchen with allergy questions. This life-saving template informs servers exactly what dishes have which allergies and what dishes can be modified to eliminate the allergen.

Our grid template design allows servers to instantly and accurately guide guests to provide an enhanced dining experience.

Segment this template's courses (at the top) to fit with your restaurant's menu. Then replace our headers with whatever text works best for your menu.

PRO TIP I Place an Asterix (*) after any allergen that can be made without it. Now servers can immediately address a guest's allergy concerns.

NOTE I Use abbreviations to increase the number of dishes displayed in each template text box.

LINK I Allergy Template

Bottle Wine Template

Transform that extensive, overwhelming wine list into an easily digestible list that helps servers sell wine and expand their wine knowledge.

The template provides space for eight categories of wine and three bottles for each category. In addition to the wine's name, you can include critical tasting characteristics, price, region, and more.

For each category, we suggest selecting an inexpensive, moderate, and expensive bottle. Additionally, replace the proteins in the headers with entrees from your menu for pairing suggestions.

PRO TIP I When two or more guests order a similar wine by the glass, suggest a comparably priced bottle. It can be a better *value* assuming bottle pricing is calculations on a four glass pour, not the five they contain. And, guests can experience a better or more select wine.

NOTE I While this is a 'Bottled Wine' template, it can be equally effective for beer, Sake, or anything that you want. You can also change the blue category lines color if you prefer one long list.

LINK I Bottle Wine Template

SAUVIGNON BLANC: Chicken, game, hens, turkey, veal
()
CHARDONNAY: Chicken, pork, veal, turkey, spicy sausage
eri itab eri viri. emeken, perk, vear, tarkej, sprej saasage
8
RIESLING: Pork, prosciutto, sautéed chicken
PRIOTITION D. I.
PINOT NOIR: Duck, lamb, pheasant, pork shops, salmon
SYRAH: Grilled meat, wild game, beef stew, rich meat
5 TRAIT. Officed fileat, who game, beef stew, fiell fileat
MERLOT: Beef, steak, grilled meat, hamburgers
CABERNET SAUVIGNON: Beef, leg of lamb, game, birds, venison

TIP OF THE DAY:

TODAY'S SPECIALS: Wednesday, Oct 30 1. \$

3. \$	
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86'D ITEMS		
1	3	
2	4	100

Tip-of-the-Day Template

In addition to the daily specials and eighty-sixed items, this powerful template allows management to reinforce key restaurant policies, training concepts, or best practices to their FOH serving staff.

We suggest discussing the 'Tip of the Day' at pre-shift. Then, this helpful content is reinforced every time servers open their Waiter Wallet.

PRO TIP I Enter 'Tab' to quickly move between fields on this or any Waiter Wallet template.

LINK I Tip of The Day Template

Wine Pairing Template

Pairing wine with food can be challenging for many servers. With this template in the Waiter Wallet, waiters and waitress can impress their guests and enhance the dining experience by property pairing wines with complete confidence.

Segment this template's courses (at the top) to fit with your restaurant and its menu. Then replace our text headers with whatever content works best.

PRO TIP I When you 'Print' any template, a 4-up PDF (three for the Waiter Wallet Sr.) is automatically created and downloaded to your computer.

NOTE I Use abbreviations to increase the number of dishes displayed in each template box.

LINK I Wine Pairing Template

Wine	Salad	Apps	Steak	Farm	Ocean
Sauvignon Blanc					
Chardonnay					
Riesling					
Pinot Noir					
Syrah					
Merlot					
Cabernet					
Zinfandel					

OYSTER	SIZE	E/W	OYSTER		SIZE	E/W
Beau Soleil	M	E	Old Salt		M	E
Blackberry Point	L	E	Malpeque		M/L	E
Birch Point	M	E	North Umb	erland	M	E
Cape Blue	M	E	Oak Point		M	E
Carlsdad	S	W	Rincon		M	W
Falsa Bay	L	W	Thorndyke		S	W
Flying Point	M/L	W	Talamagouche		M/L	E
Laguna Bay	M/L	W	Tomahawk		M	E
Conway Cup	S/M	E	Blue Point		L	E
Coromandel	L	W	Hog Island		M/L	W
Barcat	S/M	E	Hannaqucket		M/L	E
Beausoleil	S	E	Pine Island	I	M	E
Chief Creek	S	E	Point Judit	h	M	E
Fanny Bay	L	P	Prudence I	sland	M/L	E
Hood Creek	M/L	W	Quilcene		S	W
Hama Hama	M	W	Rappahannock		S	E
Island Creek	M	E	Raspberry Point		S	E
Hunters Creek	M	W	Skookum		L	P
Kumamoto	S	W	Sinku		M	W
Malaspina	L	P	Snow Creek		M	W
Newport Cup	M	E	Summer Ice		M	W
Otters Cove	M	W	Sunset Beach		M/L	W
Oyster Bay	M	W	Stingray		M	Е
Phantom Creek	S/M	W	Shincoteague		S	E
BRINY	M	EDIUM	1	SWEET		

Oyster Template

If your restaurant sells oysters, this is an invaluable template. While not customizable, it lists forty-eight of the most popular oysters along with their region, size, and dominant flavor.

Now all servers can offer great oyster suggestions and satisfy guest's preferences with complete confidence.

PRO TIP I The Waiter Wallet Clear Pocket Insert adds two more, fast access template displays to any version of the Waiter Wallet.

LINK I Oyster Template

Beer Pairing Template

Beer is the new wine (especially here in Colorado). Like wine, pairing beer with food can be both promising and problematic. This template resolves the problematic by delivering great curated suggestions.

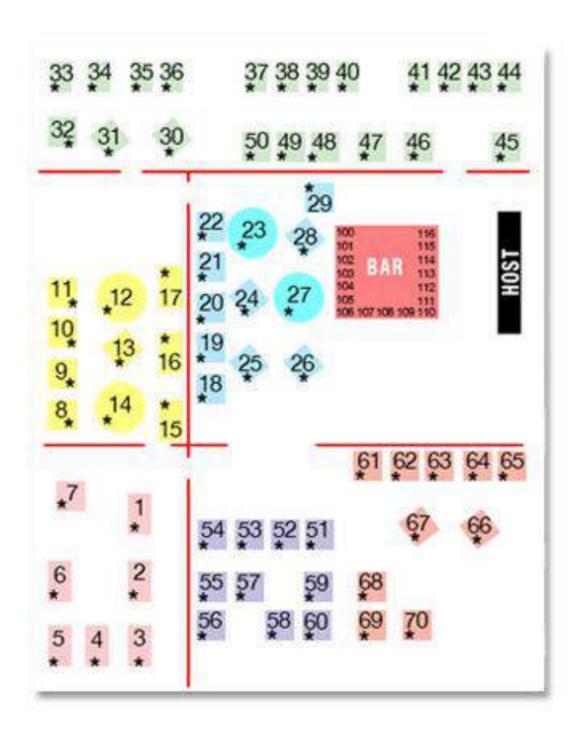
We suggest segmenting this template with courses (at the top) to fit your restaurant and its menu optimally. Just replace the place holder text with the categories that work best.

PRO TIP I Not a beer or wine expert, a quick Google search can help fill in these templates and make you look like one.

NOTE I Use abbreviations to increase the number of dishes displayed in each template box.

LINK I Beer Pairing Template

Beer	Salad	Apps	Steak	Farm	Ocean
Stout					
Ale					
IPA					
Belgium & French					
Pilsner					
Wheat Beer					
Porter					
Lager					



Custom Template

Eight templates aren't enough, or do you want to create your templates? No problem.

With this template, you can use your floor charts, training manuals, or create any content you want.

Just create a JPG or TIF using the following pixel dimensions for your Waiter Wallet version.

Original/LTO: 366px x 471px

Deluxe: 322px x 471px

Sr.: 405px x 647px

Jr.: 285px x 388px

Jr. Deluxe: 240px x 388px

PRO TIP I Upload your floor chart. Include table numbers and an Asterix for 'position one.' At the start a shift, highlight your station and put it in the Waiter Wallet. Now tables won't be missed, and everything will be run out to guests correctly.

LINK I Custom Template



Bonus Tip | Waiter Wallet® LTO

We designed the Waiter Wallet LTO, with its guestfacing clear pocket, for casual dining restaurants. It's a walking, talking table tent that is effective at increasing a restaurant's PPA.

We recommend featuring an appetizer or dessert (or something a guest would not ordinarily order). After all, selling one entree over another is of a minimal benefit.

Best of all, any server can do it. When finished taking the order, the servers point to the image and says something like (but in their own words):

"Have you tried the Chocolate Cheesecake? It is a real favorite. Can I put one aside before we run out?"

It works! After all, the best time to sell the desert is when the guest is hungry, not after they just ate.

Another idea, server's insert a meaningful image, say of a place you would love to visit. When guests ask about the photos, you engage with them about it. It's a great way to connect with guests and increase tips.

Again, this is best suited for casual restaurants.

LINK I Waiter Wallet LTO