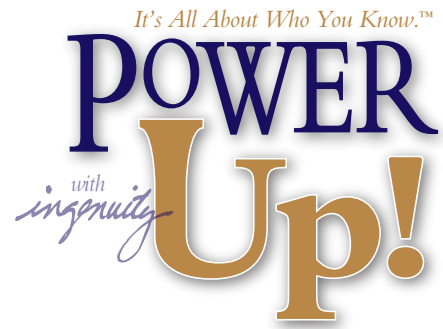


Meet & Eat Best Practices



■ **Who is the Host?**

Unless it is very clear that the “meet and eat” was a mutual suggestion, the person who extends the invitation is the host. The host is the person who will be “picking the brain” of the guest.

The host’s job includes:

- Selecting the restaurant
- Calling for reservations (if needed)
- Contributing to the flow of conversation
- Picking up the tab

■ **Technology**

Do not take or make phone calls. This can imply your guest is second best. Do not keep looking at your pager.

■ **Table Manners**

Sit with your back to the door or in the least comfortable spot so your guest can have the best spot. Order simple-to-eat food. Do not comb your hair, apply lipstick or do any grooming at the table.

■ **The Social Aspect**

A restaurant provides an opportunity for common ground and social conversation. This is great for relationship building.

Questions to ask:

- “Have you been here before?”
- “How is the food?”
- “What would you recommend?”

Observations to make:

- “The view of the city is magnificent!”
- “The food is delicious.”
- “I have not been here before but would definitely come back.”

Self-disclosures to make:

- “I always like to try new undiscovered restaurants. Do you recommend any?”
- “Traffic was awful – it must be the rain!”