



# “Suggestive Selling”

Means encouraging guests to buy additional food & beverage.

An example of suggestive selling is suggesting an appetizer (snacks items) to go with beverage (wine, whiskey etc) orders. “Up selling” means suggesting more expensive and possibly better quality items. Instead of simply bringing a guest your house brand of scotch, you can up sell by asking, “Would you prefer Blue Label or Red Label?” when a guest orders the drink.

# Hotel Up Selling Training Manual

**M Woodhall**



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