



“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

RM Cervero



Hotel Up Selling Training Manual:

Eventually, you will certainly discover a further experience and attainment by spending more cash. yet when? do you allow that you require to get those all needs subsequent to having significantly cash? Why dont you try to get something basic in the beginning? Thats something that will lead you to understand even more roughly the globe, experience, some places, subsequently history, amusement, and a lot more?

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