

THE EXTRA POINT

BY JERRY ROBERTS



107 Don't Let Business Meals be a Disaster

Imagine that you've just been invited to a client lunch by your boss. It's a great opportunity, but are there any potential pitfalls? I'm Jerry Roberts and we need to walk the buffet line of possibilities, next, on the Extra Point.

In Guam we love our food. It's nearly a sport, with all the village fiestas, barbecues and buffet lines everywhere. Besides the strictly social applications, food is also important for business. There's nothing quite like breaking bread with somebody to help develop a relationship that brings benefits to both sides.

But things can happen to cause distractions.

Some folks may have never been trained that how we eat at home may not fly with how we eat in a restaurant, in front of our boss and a client.

Nor do they understand that their eating habits reflect upon the boss. Chew on that for a second or two.

You may be thinking that I'm speaking to the young and inexperienced folks here. That if you've got a few years under your belt that you're immune to making an occasional boo-boo during a business meal. Well, let's see.

Would you say that our dining style might be more casual at home, than in a public setting? At home we might reach halfway to Manila to grab the rice, or bread, or another chicken leg. We'll reach across people, under them, over them. It's all good...we're home and there may be few, if any, rules for that sort of thing.

Have you ever seen someone do that at a business lunch? I have.

Have you heard someone loudly slurp their soup? Or have you seen someone talk with

their mouth full of food, spraying morsels left and right that others might have to dodge? I have.

Some people order messy meals. Come on, think about that. There's messy food out there. If we don't handle spaghetti well at home, why would we want to order it for a business meal? If you suspect that a fair chunk of that lunch is going to wind up in your lap, order something else.

Okay, reaching, slurping, spraying food, messy stuff aside, here's where it gets a bit deeper.

Are you likely to douse your food with ketchup or tabasco, before you even try it? Well, what's wrong with that? Some people would say that it speaks to how you make decisions, that you jump to conclusions before weighing the evidence.

Or, do you hold up everybody's order because you just can't decide what you want? Hey, if you can't figure out lunch, how are you going to handle my account if we have problems?

Not sure what habits you might have that could make your next business meal memorable for the wrong reasons? Ask good friends to tell you the truth, if there are some things you should be aware of. You may be amazed at what they say. Very few people dine as smoothly and elegantly as they think they do. Bon Appetit.

That's The Extra Point. Get out there and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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