

THE EXTRA POINT

BY JERRY ROBERTS



574 How About Those Business Meals?

Seeing as though we can't yet sit down in restaurants but we are in PCOR 2, how are we doing with those businesses meals? I'm Jerry Roberts and today, something to chew on, literally, next on The Extra Point.

"Wait a second," you're saying...business meals? What could I possibly be talking about? I mean, nobody's doing business meals yet, are they? We're just in the first stage of reopening and restaurants aren't sitting people inside at tables yet, right?

I'll answer the first part of that with a "yes" and the second part with a question, "Who needs to sit at tables?" Is it okay to have a business meal without sitting down in a restaurant? Anyway, when was it that we made it mandatory to stage a business lunch or breakfast in a place with walls?

I've had friends and coworkers from the East Coast of the U.S. who would meet a client at a burger-hot dog-taco-pizza joint or street vendor, or fill in with your favorite food, and then go eat off a pier, or sit in the sand at a beach, or if it was really messy food — they ate over a trash can. All the while, they were getting to know each other or actually conducting business. They didn't need PowerPoint presentations or fancy proposals. They scribbled notes and terms on napkins, sometimes smeared with food.

I did a couple of those trash can meetings in L.A., and they were great. You're talking business while wiping food off your chin. At the next can is a man in a suit, or if at night it could be a guy in a tux and a girl in a gown, maybe fresh out of a Hollywood gala party, both dripping chili on everything and laughing like crazy.

Right now we're in a world of take out. How about meeting somebody at a restaurant, grab your food and eat over the hood of a car? Or

grab sandwiches from your favorite maker and munch as you're walking down San Vitores? Find a place with a view. You can still have your social distancing and enjoy the get-together. Be creative, leave behind the formality. In fact, a little mess makes it more fun and relaxed.

If you're still not feeling ready for that kind of a meeting, there's always the video lunch. Both of you get your food set up and then connect via Zoom or whatever software you prefer. You're in the comfort of your home or office, it's quiet, and you enjoy each other's company that way.

Should you need a more controlled environment and perhaps the ability to send files the other person can print out for the meeting, then the online meal is the way to go.

Make a list of the people you need to connect with and a second list of those you'd like to connect with. Send emails or private messages, inviting them to set up an in-person lunch or even breakfast, or the video method. Start with five names and work on those. See how you do. Next week, send five more.

We're likely to be in PCOR 2 for a number of weeks. Depending on how our coronavirus infection rate goes, sit-down meals may not be a reality for a while. Don't wait. You can stage business meals right now. Just eat differently.

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

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For information on training and consulting services from Jerry Roberts, please click this link: guamtraining.com

