

Club Food & Beverage Summit 2009

Special DVD of Summit Highlights

...more than 7 hours of quality video content on 4 DVDs



An excellent record of the **Club Food & Beverage Management Summit**, held in Sydney 8-9 September 2009. Perfect for sharing with colleagues, staff training and reviewing content. Great for briefing managers, chefs, directors and staff.

See DVD Contents on rear of this brochure >>>

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Summit presented by Club Managers Association of Australia and Profitable Hospitality

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Contents of the 2009 F&B Summit DVD Set

Day 1 Sessions:

- **Building a Modern Business with Popular Appeal** with Matt Kesby
- **Next Steps with Purchasing & Cost Control** with Melissa Ellis
- **Spreading the Net to Catch More Seafood Sales** with Seafood Experience Australia and Sydney Fish Markets
- **Creating a Popular Kids Menu for your Club** with Kay Richardson of Young Gourmet
- **Do I Really Need an Executive Chef?** With Jeremy Glew, Placed Recruitment, Gerhard Spatz, Ballina RSL Club, Brad Whittaker, Tweed Heads Bowls Club
- **3 Publicans take on the Club Industry** Bryan Jones of Coolangatta Surf Club, Geoff Long from Belconnen Soccer Club, John Harlock of Mildura Workers Club

Day 2 Sessions:

- **BarWIZARD: How to Create the WOW! Factor** With Jason Jelichich of BarMetrix
- **Hot Button Issues in Food & Beverage** with lawyer Peter English of Surry Partners
- **Who Is the Best Fit For the Job?** with Paul Lyons
- **Make Your Dessert Menu Rock!** With Marion Casey, St George Leagues Club
- **Put your Barbecue to Work** with Ben Farley
- **Reputation at Risk: Managing Online Feedback About Your Club's Food & Beverage** with Ken Burgin of Profitable Hospitality
- **Function Trends: Making the Best Use of New Spaces** with Michael Foulkes, Cabravale Diggers Club, John Rafferty, Coffs Harbour Ex-Services Club, Rob Morrison, Frankston RSL

Contents of the 2008 F&B Summit DVD Set – 4 DVDs for only \$50.

Day 1 Sessions:

- **Your Staff Can't Sell, but they can be Taught** - Big Dave Staughton
- **Keynote Speaker: Catering Secrets from the Industry's Best** - Detlef Haupt, Executive Chef, Sydney Convention Centre.
- **Smart Purchasing Techniques for Clubs** - Michael Foulkes, Catering Manager, Cabra Vale Diggers Club and Steve Sidd, Snives & Forks Catering
- **From Head Chef to Operations Manager: Finding and Keeping Real Talent** - Jeremy Glew, Recruitment Specialist, Placed Recruitment and Troy McCooke from Albury SS&A Club.
- **TEXT your Message & Drive sales: Marketing with SMS & Email** - Ken Burgin, Profitable Hospitality

Day 2 Sessions:

- **Promoting Events and Filling Empty Spaces** - Big Dave Staughton
- **The Joy of Dessert: Easy New Ways to Boost Your Bottom Line** - Pete di Pino, Nestle Food Service
- **Cafe and Restaurant Makeover: latest trends from Australia & Overseas** - Yuri Bolotin, Design Portfolio
- **Profiling the Perfect Server - Who are They? Where do I Find Them?** with Jodi Dickson, Workplace Relations Manager, Mounties Group & Jane Grosvenor, Parramatta Leagues Club HR Manager
- **Bar Operations that Offer Flair, Creativity and the WOW Factor** with Andrew Izatt, Operations Manager and Scott Cadman, Bar Manager from The Mawson Club