2365 How the Bartender Leads

Product Fieldbook · https://kb.jeffreysummers.com/docs/2365-how-the-bartender-leads-2/

The Demand

Watch your bar for one full rush tonight and name whether your bartender is running all three disciplines at once — door talk, bar talk, and the Lead's read of the room — or only the drink order. A bartender who only makes drinks is not yet leading the loop. Name the one discipline missing and coach it before the next shift.

The Work

Name the bartender and shift you observed:

Three disciplines, one role:

Door talk at the bar — did the bartender read why the Guest chose the bar and open from that read, or just take a drink order:

Bar talk — could the bartender translate program knowledge into a genuine recommendation for the specific Guest in front of them:

Reading the room — did the bartender set the energy across every seat, or only interact seat by seat with no read of the whole bar:

Names and food:

Did a name get captured naturally at the bar and used through the visit — yes or no:

Did the bartender lead the food conversation for a Guest eating at the bar with the same arc leadership as a server would at a table:

The one discipline — door talk, bar talk, or room-reading — you will coach this bartender on before their next shift: