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Dinner Party Extras

Dinner parties can be quite lucrative. The client is hiring you to provide the food portion of the evening, and it's what you are best at. But consider going the extra measure for your client – what if this dinner party or event needs more? Centerpieces, balloons, a large coffee urn, a chocolate station, music, a bartender, etc. In general, people like simple. Why not ask your client if they need anything else besides the great meal you'll make. Fine china, glassware, decorative table cloth. If these are things the client has already planned on getting, you can be there one-stop-shop. You should have a relationship with at least two rental shops in your area, where these type items can be rented. You may be able to arrange a discount because you are a service provider, and likely to be a repeat client. Then you can add a rental fee plus whatever you feel is a fair value for this service – in the Dinner Parties 1-2-3 training program this area is fully addressed. You save the client a hassle, and you earn a little more income. Depending on what has been rented, you can pick up and deliver to the dinner party location, or you can have the rental outlet bring it. A word to the wise – if you can manage to bring it, do so. You'll avoid a third party from being in the mix, plus that rental outlet will probably charge a fee for that delivery.

