Your Brand has a Strategy
Are Your Team Members Part of it?

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Your Brand has a Strategy
Are Your Team Members Part of it?

Extracting new ideas from your team members

How to make initiatives fun and valuable to the team

How your team members can support growth
Extracting new ideas from your team members
“If we don’t have trust, we have nothing.”

-Guinevere Beck
What are we doing that is stupid?
Can you create TooJay’s Next Sandwich? We are having a recipe contest!

Who?
Any team member can enter.

What?
Create a new sandwich recipe.

When?
Submissions are due to your GM by April 15, 2018.

How?
See your General Manager for the recipe form.

This could be your creation...

The winner’s recipe will be featured in National Sandwich Month in March 2018.

Extracting new ideas from your team members
Congratulations to our recipe contest winner!

To celebrate National Sandwich Month, we asked our teams to send their best recipe ideas. Congratulations to Vernon H. from our Lake Mary restaurant! He competed against 1,200 team members across 28 restaurants and won with his delicious Antipasto Sandwich and Starter.

His creations feature a marinated antipasto salad full of ham, salami, provolone cheese, pepperoncini, artichoke hearts, roasted red peppers and Greek olives topped with a balsamic glaze. Both dishes will be featured in all locations through September 16.

Chasity Allen  Congrats Frank!!! Looks DELicious!!
Courtney Adams  Yummmm! Go Brandee!!!!
Leslie Miranda Apuzzo  0:24 Vern 2️
Alexis Phillips  Go Vern
Dawn Howell  1:09 Way to go Brandee
Ashley Nichole  0:00 🙋
Shawneece Hunt  0:42 Go Vernon! We are so proud of you!
Linda Manninger Almond  0:50 Are you serious?
How to make initiatives fun and valuable to the team
<table>
<thead>
<tr>
<th>How do we measure sales?</th>
<th>How do we measure service?</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Entrée counts</td>
<td>• Guest Feedback Scores</td>
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<tr>
<td>• Beverages</td>
<td>• Social Media</td>
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<td>• Appetizers</td>
<td>• Guest Complaints</td>
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<td>• Desserts</td>
<td>• Guest Praise</td>
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<tr>
<td>• Sides</td>
<td>• Loyalty Stats</td>
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<tr>
<td>• $ per entrée</td>
<td>• Observations</td>
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How to make initiatives fun and valuable to the team
Server Sales Report

PPA

Service

My $ Factor

How to make initiatives fun and valuable to the team
How to make initiatives fun and valuable to the team
It's our Birthday!

We are celebrating 37 years of Simply. Great. Food.
On Wednesday, July 25th come say Happy Birthday and get a FREE slice of birthday cake.
Drive-in only. One slice per person. While supplies last. July 25, 2018 only.

TooJay's toojays.com | 📱📱📱

How to make initiatives fun and valuable to the team
How your team members can support growth
Want to earn some **Easy Money** with no limit on how much you can make?

- Refer a new manager and earn $750*
- Refer a new restaurant team member and earn $125**

*It’s easy!*

- Have referrals apply online at www.toojays.com/careers
- Ask referrals to put your name on their application and, if hired, have a manager notify payroll.
- Wait for the money to roll in!

See reverse for Official Rules.

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Each of our team members is a valued individual whose ideas and energy help grow our company.

Thank you for referring a new member to our team and helping TooJay’s grow!
TOOJAY’S


How your team members can support growth
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Be present and solicit ideas from your team

Make your initiatives relevant and valuable

Develop your team in a meaningful way