### MICHAEL FOODS INC

# **Trending**:

## The Mother of All Holidays for Restaurants

According to two decades of research from the National Restaurant Association (NRA), **Mother's Day is the top holiday for dining out**, followed by Valentine's Day, Father's Day, New Year's Eve, and Easter.\*

As such, Mother's Day can be the busiest day of the year for many restaurants. If this isn't true for you, here are a few tips to capitalize on the mother of all holidays!

#### Marketing

- Offer gift card specials (Buy 3, get 1 free).
- Be Instagrammable: The spread should look as beautiful as it tastes.
- Holiday specialty classes during closed days/hours (i.e. colorful Indian dishes) prior to the holiday.

#### Menu

If you're like most of us, on Mother's Day, dining out means BRUNCH!
And with Brunch up 28% since

2016, it should remain the



- focus of your Mother's Day menu.
  Brunch beverages can also make a difference - consider offering your own
- signature drink.
  One of the biggest Brunch benefits is that it can be offered by places that are not typically open early - remember Brunch doesn't have to mean just breakfast. (see menu to the right)

# 3 ways to manage high traffic holidays with limited labor.

- 1. Set up a way for customers to book private events or catering.
- Offer tickets that can be purchased for a specific time slot.
- 3. Offer desserts to-go. (i.e. chocolate strawberries, cupcakes) to keep traffic moving.

