



FOODSERVICE 101

POWERED BY MAFSI

MAFSI's six-course Foodservice 101 curriculum will cover the basics of the foodservice industry and will include:

Program Overview

Chapter 1: This is Foodservice

- This opening course will explain the foodservice industry across the US and Canada, as well as our side of the industry's portion and impact. The course will also define the products categories and sub-categories, and how they fit into the landscape of the industry.

Chapter 2: Operator Alley

- In this chapter, we look at the size and scope of the 24 operator segments.

Chapter 3: Foodservice Town: Meet the Channel Partners

- In the third chapter, students will meet the 5 channel partners--manufacturer, rep, dealer, consultant and service company and their roles and responsibilities in the channel.

Chapter 4: Foodservice Math

- In our fourth chapter, we'll define the purchase process starting from list price through quote, P.O., acknowledgement, invoice, and more. We look at which channel partner is responsible for each part of the transaction, why they're responsible for it, and how to calculate common foodservice transactions.

Chapter 5: Running A Restaurant

- Assuming the role of a busy operator, the student gains first-hand knowledge of running a restaurant, and will learn about repair, replacement, replenishment, rollout, renovation and new construction.

Chapter 6: The Culture and Customs of Foodservice Town

- In our final chapter, we'll discuss what channel partners expect from one another.

Foodservice 101 will be available on May 1, 2019



COMPANY INFORMATION

Company _____

Address _____

City _____ State _____ Zip _____

Company Contact Person _____ Company Contact Phone and Email _____

REGISTRATION: **\$499 per MAFSI Member (includes all six courses)**

_____ **\$499**
First Name Last Name E-mail

_____ **\$499**
First Name Last Name E-mail

_____ **\$499**
First Name Last Name E-mail

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First Name Last Name E-mail

_____ **\$499**
First Name Last Name E-mail

TOTAL DUE: _____

PAYMENT INFORMATION

MasterCard Visa American Express Check

Credit Card #: _____

Expiration Date: _____ Security Code: _____

Cardholder Signature: _____

SEND FORM TO:

Email: info@mafsi.org

Fax: 888-254-0033

By Mail:

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Atlanta, GA 30307

Questions?

Call 404-214-9474

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