



# Restaurant Realities Candidate Meeting Guide

---

**Ready to start talking to candidates in your community about the realities of the restaurant industry? Here is a checklist that can help:**

- Thank the candidate for taking the time to talk with you.
- Introduce yourself and your business and let the candidate know about the many ways you contribute to your community (e.g. number of jobs you provide, charitable giving, how you bring people together with great food and a space to gather, etc.).
- Discuss the importance of Alberta's \$11 billion foodservice industry and talk about how the foodservice sector is a highly competitive, labour-intensive, low-margin industry that relies on disposable income growth and consumer confidence to be successful.
- Share the key issues that foodservice businesses like yours are struggling with and show the 4-min. video on [restaurantrealities.ca](http://restaurantrealities.ca).
- Provide a copy of the info sheets related to the key issues that you care about from [restaurantrealities.ca](http://restaurantrealities.ca) and explain how implementing the recommendations from Restaurants Canada would help your business succeed.
- Ask if the candidate has any questions or concerns about the recommendations proposed by Restaurants Canada. Take note of any questions that you are unable to answer and promise that someone from Restaurants Canada will follow up.
- Conclude the meeting by thanking the candidate again and asking that they discuss our industry's challenges and policy recommendations with colleagues in their party and with other stakeholders.