

The Right Place for a Business Dinner

Five excellent eateries that will delight your clients

BY PAUL KNOWLES

Once upon a time, long ago and not far away at all, I worked for a boss who delighted in taking out-of-town business colleagues to dinner, Waterloo County style. He'd always choose the same restaurant, and always insist they had to try the local dish — that's right, pig tails. Usually, there was significant resistance. Usually, he would overcome it. And then, after they ordered pig tails, he's order prime rib or chicken.

Cute, probably amusing, but perhaps not the best way to every potential client's heart.

The good news is, this area abounds in interesting restaurants, great places to take a client and impress the heck out of them. So I, in consultation with a few associates, want to suggest a few ideas for local business people hoping to show out-of-town colleagues a good meal in a great atmosphere.

It depends, of course, on what you want — or more specifically, what your guests want. Start by asking a couple of leading questions – do they enjoy high-end dining or pub grub; music or silence with their meal?

Depending on their preferences, here are a few suggestions. This are entirely subjective and highly biased; I should note that there is nothing in this for me, not even a 10% discount coupon.



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Hip service - I wanted to avoid recommending the Charcoal Steak House, in Kitchener, simply because the venerable Charcoal is not news to anyone. However, it is one of three eateries in that building. One sibling, Martini's, is cool, and the food — with both Martini's and the Charcoal menus available — is excellent. But Martini's earned its place in this piece with some outstanding service. The host was told that late-evening diners were starving, because their visit to another restaurant had resulted in inedible food. Two things appeared at their Martini's table, immediately — a menu, and a small plate of ribs, complements of the manager, just to tide them over. Incredible service!