

# Wine-ing Out

## *How to Order Like A Pro*

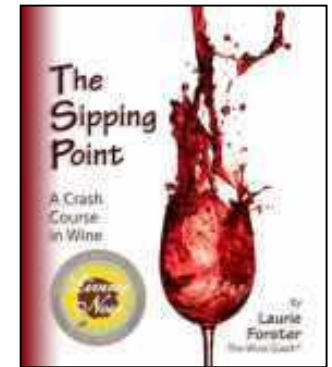
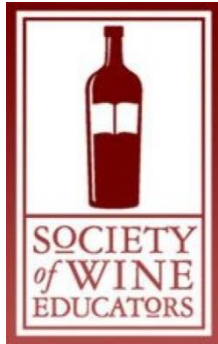
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Willis Towers Watson 



BOBBY VAN'S  
*Steakhouse*  
EST. 1969

# Laurie Forster



# Ordering Wine at Dinner

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## Tip #1: Stall with Bubbly



# Wine Styles

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## BUBBLY

- Light- to medium-bodied whites with high acidity.
- For example: Champagne, Domestic Sparkling, Spanish Cava or Italian Prosecco.
- Great pairings for appetizers, cheese, seafood, salty foods...very food friendly.
- Styles from driest to sweetest: *Extra Brut, Brut, Extra Dry, Sec, Demi-Sec and Doux*
- Consider half bottles and Rosé.



# Ordering Wine at Dinner

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## Tip #2: Do Your Homework!



# Ordering Wine at Dinner

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## Tip #3: Ask for Help



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# Ordering Wine at Dinner

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## Tip #4: Pointing Works



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# Restaurant Ritual

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1. Present Bottle
  - Producer & Vintage
2. Uncork
3. Pour taste
  - Temperature?
4. Serve table
  - Order
  - Glass Fill
5. “Flawlessly ordering Wine off Any Wine List” – Free Audio
  - [www.TheWineCoach.com/WTW](http://www.TheWineCoach.com/WTW)





# Tasting Process

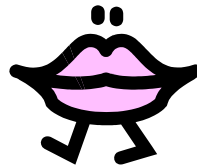
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**Look**



**Smell**



**Taste**



**Describe**



**Decide**



# Tasting Facts

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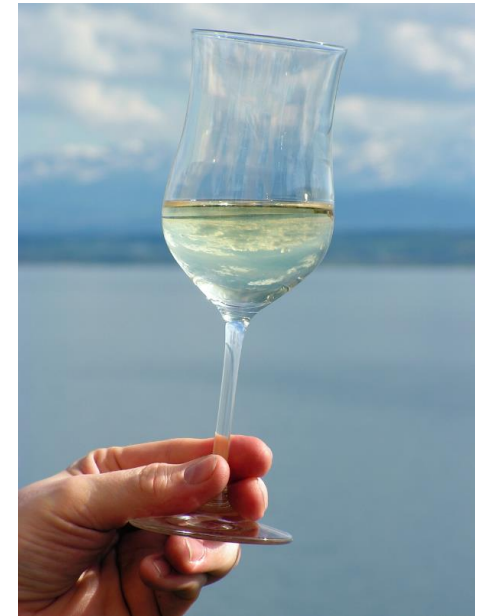
- Most of our tasting experience is really smelling
- Tongue senses – Sweet, Salty, Bitter (Tannins), Sour (Acidity) and now Umami
- We all have different sensory thresholds...

# Tasting Process

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## 1. Look

- Color or shade
- Intensity
- Legs
- Tartrates or sediment

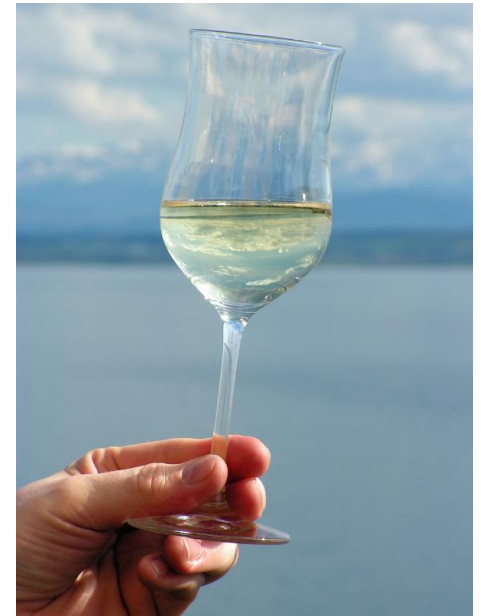


# Tasting Process

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## 2. Smell

- Swirl around to kick up aromas...
- Stick whole nose in glass
- What do you pick up? No wrong answers...
  - **Fruit** - stone and tree)
  - **Non Fruit** – Herb, Spice, Floral
  - **Earth** – mineral, chalk, mushroom, dust, barnyard
  - **Wood** – vanilla, caramel, toast, cigar box, nutty, smoky
- Takes practice



# Tasting Process

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## 3. Taste

- **Body** - - Light, Medium, Full
  - Think about milk
- **Flavors**
- **Acidity**
  - In all wines
  - Pucker factor
  - Lemon
- **Tannins**
  - From grape skins
  - Dry astringent
  - walnuts
- **Finish** – Length of taste



# Tasting Process

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## 4. Describe in 3 Steps

1. Body
2. Aromas
3. Acidity or Tannins



### Example:

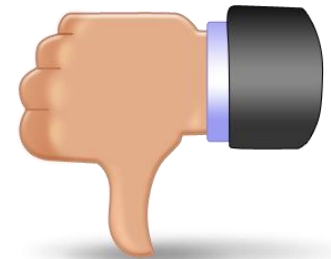
The \_\_\_\_\_ is a \_\_\_\_\_ bodied wine with \_\_\_\_\_ aromas. It has low/medium/high acidity for whites or soft/firm tannins for reds.

# Tasting Process

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## 5. Decide – Thumbs up or down!

- Try with food too...





# Wine Styles

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## CRISP

- Light- to medium-bodied whites with high acidity.
- For example: Sauvignon Blanc, Chablis, dry Riesling and Gruner Veltliner.
- Great pairings for lighter foods like salads, seafood, salty foods and as an aperitif.
- Anything you squeeze a lemon or lime on...



# Wine Styles

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## AROMATIC

- Full flavored with big fruit flavors and aromatics.
- For example: Viognier, Gewurztraminer, Torrontes, Pinot Gris or Rieslings.
- These intense and sometimes exotic flavors lend themselves to fuller flavored or spicy dishes.



# Wine Styles

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## JUICY

- Lighter reds and Rosé are full of juicy fruit flavors and have low or soft tannin
- For example: Dry Rosé from Provence, Chianti, cool climate Pinot Noir or Beaujolais.
- These can be served chilled—best with lighter meats or heartier seafood.



# Wine Styles

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## **BOLD**

- Fullest reds with firm tannins and intense flavors.
- For example: California Cabernet Sauvignon, Nebbiolo and Argentine Malbec.
- These bold wines match with the heartiest of red meats, game and stews.



## Something to Sip on...

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“ The primary purpose of wine is to make food taste better.

— *Myra Waldo* ”

# Food and Wine Pairing

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## 1. Match weights

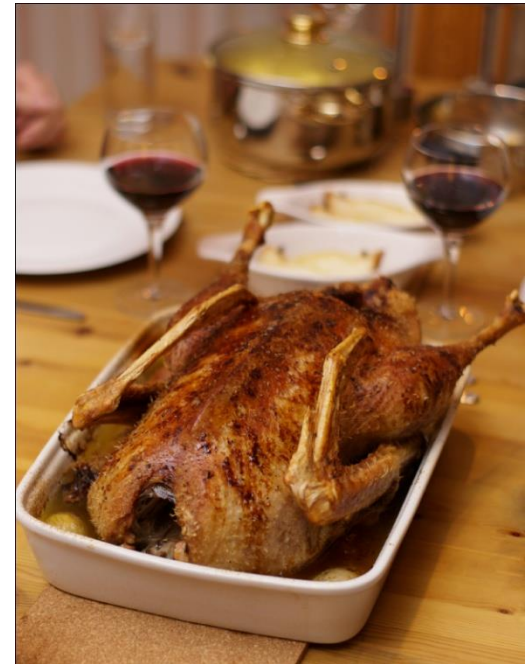
- Light wines with lighter dishes and fuller wines with heavier dishes

## 2. Weird Science

- Specific Reactions of flavors that effect food and wine pairing...we will explore that today

## 3. Personal Preference

- In the end it is up to the client...ask questions and don't be afraid to break all the rules!



# Make a Wine Sandwich

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**Sip your wine**

***Taste the food***

**Sip the wine**

Notice any difference on the 2<sup>nd</sup> sip





# Flavors and Wine...

## An interactive lesson

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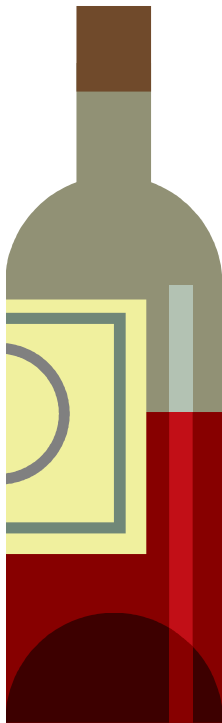


1. Match Weights
2. Salt lowers the perception of acid
3. Fat softens the tannin in reds
4. Spicy heat is toned down by fruit an/or sweetness
5. Universal Grapes



# How much wine?

1 bottle



6—4 oz.

5—5 oz.

4—6 oz.

10 2oz. tasting pours in a bottle...

# Toasting Tips

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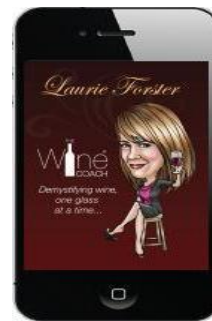
1. Prepare Ahead
2. Use a great quote as your anchor
3. Stand or raise glass to begin
4. Keep it short
5. Clinking is optional
6. Don't drink to yourself



# Let's Connect!

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- The Wine Coach App
- Facebook.com/winecoach
- Twitter @thewinecoach



*Feel free email me if I can help!*

[laurie@thewinecoach.com](mailto:laurie@thewinecoach.com)

# Questions?

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**Download slides at [www.TheWineCoach.com/WTW](http://www.TheWineCoach.com/WTW)**