Server Reference Card

A.1. STEAK SAUCE

Popular Steak Cuts

Ranked by Tenderness

1 TENDERLOIN STEAK

(Filet Mignon, Chateaubriand)
The most tender of all beef cuts. Tenderloin steaks are prized for their delicate, butter-like texture.

2 TOP LOIN STEAK

(New York Strip, Kansas City Strip)
A lean, flavorful favorite. Essentially a T-bone steak with the tenderloin meat removed.

3 PORTERHOUSE STEAK

A king-sized bone-in combination of both a finely textured tenderloin steak (filet) and a flavorful top loin steak (strip).

4 T-BONE STEAK

Very similar to a porterhouse cut, but with less of the pricey tenderloin meat.

5 RIBEYE STEAK

(Delmonico, Cowboy Steak—Bone-In)
The excellent marbling of this popular cut gives it a remarkably juicy, rich flavor.

6 TOP SIRLOIN STEAK

A succulent yet lean boneless cut, and the most tender of the economical sirloin steaks. Perfect for big eaters on a budget.

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Doneness Levels

	Rare cool, red center
	Medium Rare warm, red center
	Medium pink center
	Medium Well very light pink center
	Well Done hot and gray throughout

Service/Selling Tips

- Look for clues to customize the experience
- Add a personal touch
- Sell the benefits
- Avoid yes/no questions
- Use guest names when possible

The 4 Ps of presenting steak options:

Portion—The size of the steak

Preparation—How the steak is prepared

Presentation—How the steak is served

Price—The steak's cost presented upfront, to avoid "sticker shock" later

Recommended wines:

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