



Career Development Skills & Workshops

Team Module

Classic Cocktails

Employee name:

Pub:



Career Development Skills & Workshops

Classic Cocktails

The skills and knowledge you will gain:

- ✓ The five main mixing methods used for creating cocktails
- ✓ Preparation and execution
- ✓ The classics you should know by heart
- ✓ Selling and presenting a cocktail

Introduction

Whilst many of our customers are more than happy with their favourite glass of chilled white wine or pint of locally crafted ale a great looking and tasting cocktail that has been lovingly and carefully prepared will always attract attention around the bar & restaurant

The list of cocktail recipes is endless with more and more spirit producers investing time and money in promoting their spirits for the latest craze or trend in mixology.

Our bars aren't cocktail bars. They are bars that are full of quality local and artisan products, from local ales and ciders to locally produced spirits and liqueurs.

Nevertheless knowing how to make a classic cocktail is a skill that every bartender should master.

This module covers the very basics of cocktail making giving you an understanding of the main techniques along with our pubs classics that are easy to produce and more importantly look impressive and taste delicious.

What to expect:

- ✓ Some reading and practical exercises for you to practice within this workbook.
- ✓ Practical assignment to complete.

Who will be your mentor and what can you expect from them?

Your mentor is there to coach you through the practical learning and can help with any questions you have. They are there to support you but not to carry out the assignment – that's down to you to show off your talents! Your mentor will be a person who is competent in the skills and knowledge you need to gain.

How long do I have to complete my workshop?

You may take as long as you need to complete the practical exercises and read the information so you are comfortable and able put your learning into practice.

For the practical assignment you will have time assigned throughout your working week to complete the preparation.

So let's get started, remembering our team value, *"Preparation is the key - always prepare for success."*

Cocktail mixing – the basics

A cocktail is a drink that usually has between 3 or more ingredients. When you make a cocktail you are usually trying to do two things; take different ingredients combining them to make new tastes and flavours whilst using ice to chill the ingredients to the correct temperature. We're also looking for flavours that complement each other and using sweet & sour flavours for balance.

Some ingredients will mix together easily while others are more of an 'oil and water' situation where simply pouring them in the same glass will not be enough. So depending on how much mixing is required will usually dictate which mixing method will give the best result.

There are four main mixing methods:

1. Building

This method is the easiest to use and fastest way to produce a cocktail. It involves layering the ingredients directly into the glass. Large ice cubes are used as these cocktails are usually long and their ingredients easily mix together. A Bloody Mary for example

2. Stirring

This method is used for combining simple, often clear spirits together where only gentle mixing is needed.

A Martini is a good example. Gently stirring the two ingredients in an ice filled mixing glass will allow them to mix and chill down nicely.

Some customers prefer their Martinis shaken which is perfectly fine but a shaken Martini will appear cloudier than the stirred alternative due to the small ice particles that will be floating in the liquid. When you stir a cocktail it is preferable to use large ice cubes to limit the water dilution. After a gentle stir the drink is strained to remove the ice.

3. Shaking

Shaking is good for blending drinks that have ingredients such as juices, syrups, liqueurs or perhaps milk or eggs. Shaking with ice helps to agitate the ingredients inside the shaker allowing them to mix together whilst chilling them.

4. Muddling

This technique is used either with a glass shaker or more often than not directly into the service glass. It is used for those cocktails that contain herbs, spices or fruits to help extract the aromatic aromas and oils.

Muddling helps to release the flavours of the fresh ingredients so that they bind with the alcohol better.

It happens at the first or second step in the cocktail making process.

For example, with a mojito torn mint leaves are gently muddled at the bottom of the mixing glass to release the essential oils in the leaves. The muddler is pressed down and twisted about a half turn each time and depending on the item being muddled, (fruit generally takes more turns, herbs and spices less) four to six turns will generally suffice.

After muddling, the drink usually has crushed or cubed ice added, spirits are poured over the ice and then more ice or another liquid ingredient is added to fill up the glass.

Preparation and execution

As with everything preparation is the key to creating great cocktails.

The right equipment for the job

Clean shakers & glass Boston
Shaker strainer
Fine strainer
A muddler
Long handled bar spoon
Spirit measures, 25ml & 50ml
Chopping board & fruit knife
Citrus peeler
A lighter for flaring



Make sure you have enough ice, crushed and cubed. You will be surprised how much you will use to make a batch of cocktails.

Lastly, make sure you have a cleaning cloth and the correct sanitizer gun to hand as you need to make sure you keep your working area clean and tidy.

Tip – after you have finish making a cocktail ALWAYS rinse out the shaker *straight away* before moving on to your next task or customer order. Stack them upside down to dry on rubber bar mats. Do not leave them in the sink or on the side. Nothing is more frustrating than having to wash equipment before you can start making a drink!

Glassware preparation

Aside from built cocktails you should be chilling your required glass whilst preparing your cocktail by filling it with soda water. Discard the water and shake off excess just before pouring the cocktail into the glass

Garnishes

Make sure you have all the garnishes you need prepared in advance and enough of them. The type of garnishes you will need will depend on the cocktails you are making or the selection on the bar menu.

Here's a few examples:

Large orange zest for cosmopolitans

Olives for martinis

Fresh mint leaves and lime wedges for mojitos

Lime/ lemon curls & wedges for recipes requiring fresh lime or lemon squeeze.

A selection of herbs of garnish. Thyme, Rosemary, Sage are good ones to use

Mixing Techniques

The techniques for mixing cocktails need to be practiced and whilst they are reasonably easy below is a quick reference guide to help you:

Built

Ice in first an inch from the top of the glass, pour over the spirits so they chill over the ice.

Top up with the desired cordials or mixer leaving a gap of ½ inch at the top of the glass.

Garnish as per the recipe.

Stirred

Half fill a cocktail shaker glass with cubed ice.

Pour over the spirits.

Using the bartender's long spoon, place the spoon at the bottom of the glass and *gently stir* the mix around the outside of the glass shaker for 30 seconds.

Strain the drink into the correct glassware to remove the ice. Garnish as appropriate.

Shaken

Add your ingredients into the glass cocktail shaker being careful to measure the correct amounts.

Fill the shaker glass with ice, leaving at least 2 inches from the top – add the ice *last* to minimise dilution.

Place the shaker tin *on top of mixing glass*, being careful to have a slight angle to avoid a 'perfect seal' (which can be difficult to try and release) and give a nice hard tap to seal the glass and the shaker.

Hold the shaker ensuring you have a solid grip of both the mixing glass and the shaker tin (you don't want to let go by mistake) and shake hard in nice big movements allowing the ice to travel from one end of the shaker to the other.

Continue shaking hard for 12 seconds. Condensation of the outside of the tin is a good sign that you have shaken it correctly and long enough. Do not over shake or you will dilute the drink with water.

To remove the glass part from the metal shaker, hold the shaker tin in one hand and use the palm of your other hand to give a hard 'tap' on the tin where the mixing glass and shaker meet.

This should break the seal and allow you to lift the mixing glass off and away.

Always pour the contents into a glass from the metal shaker tin whilst straining the ice from the drink.

Time to practice...

With your mentor practice making the following cocktails using the correct methods.

1 Built

Bloody Mary – 14oz Collins

40ml Absolut Blue Vodka

15ml Fernando Castilla Amontillado sherry

3 – 5 drops Tabasco

12.5ml Worcestershire or Henderson's relish

3 drops of Fee Brothers celery bitters

1 Big Tom tomato juice

Celery stick & lemon wedge for garnish

Black pepper

Method:

½ fill your Collins glass with cubed ice

Pour spirits over ice

Fill glass ½ way with your Big Tom

Add Worcestershire or Henderson's relish

Add celery bitters & Tabasco

Top with remaining tomato juice

Garnish with celery stick and lemon wedge

Grind pepper over the drinks surface

Serve with a thick straw

2 Stirred

Old Fashioned – Whisky tumbler

50ml Makers Mark Bourbon

3 drops Angostura bitters

1 Brown sugar lump

Splash of soda

Orange zest to garnish

Method:

Allow 5 – 8 minutes to complete this drink

Into a whisky tumbler add your sugar lump, Angostura bitters and just a splash of soda

Using a muddler crush the sugar cube and make a paste

Add 25ml of Makers Mark Bourbon

Stir until the sugar paste has completely dissolved

Add 3 cubes of ice and 25ml more of Makers Mark

Stir until outside of the glass becomes ice cold, about 100 clockwise turns

Now fill the glass with ice and stir again, about a further 100 anti-clockwise turns

Flare orange zest over the glass and rim and serve



3 Shaken

Cosmopolitan – Martini glass

25ml Absolut Blue vodka

25ml Briottet Triple Sec

40ml Eager Cranberry juice

10ml fresh lime juice

2 – 3 drops Angostura Orange Bitters

Orange zest for flare

Method:

Add the vodka, Triple sec and cranberry juice to the shaker

Add the lime juice & bitters

Fill shaker with cubed ice

Shake the ingredients vigorously for 20 seconds until the outside of the shaker is cold and shows condensation.

Using a tin strainer & fine strainer, to catch the ice shards, pour the liquid into the chilled martini glass.

Garnish with a flared orange zest.

4 Muddling

Mojito – 14oz Collins

1 white sugar lumps

50ml Havana Club 3YO rum

12.5ml fresh lime juice

A small handful of torn mint leaves

10ml Sugar syrup

Mint tip for garnish

Method:

Add your mint & sugar lumps to the bottom of your glass

Muddle until the mint & sugar have broken down & combined

Add your rum

Add your lime & sugar syrup and stir 2 – 3 turns to combine further

Fill your glass 2/3rds with crushed ice

Top with soda

Stir gentle to mix the drink completely. Be gentle not to lose the soda fizz

Garnish with a mint tip



Classic Cocktails

The list of cocktails is endless and there are lots of new twists on old classics that are very good. The list can seem daunting when you are learning. However keep it simple and master at least 6 of the pubs top 10 classics as a starting point. These never go out of fashion. Make them with loving care and your customers will always come back for more!

Cosmopolitan (Sh)

25ml Absolut Citron
25ml Briottet Triple sec
40ml Eager cranberry Juice
12.5ml fresh lime juice

Mojito (M)

1 white sugar lump
50ml Havana Club 3YO rum
Mint, torn
12.5ml fresh Lime juice
10ml sugar syrup

Bloody Mary (B)

40ml Absolut Blue vodka
15ml Amontillado Sherry
3 – 8 drops Tobasco
12.5ml Worcestershire sauce or Hendersons relish
3 drops Fee Brothers celery bitters
1 Big Tom
Celery stick, lemon wedge for garnish
Black pepper

Espresso Martini (Sh)

25ml Absolut Vodka
25ml Kahlua
25ml Stout
10ml Sugar syrup
1 Dbl espresso
Garnish with coffee beans, shamrock style

Old Fashioned (M)

Makers Mark Bourbon
3 drops Angostura Bitters
1 brown sugar cube
Soda water
Garnish with orange

Key: Sh = Shaken, M= muddled, B = Built

Selling and presenting cocktails

Selling cocktails doesn't involve sales techniques or a set way of offering the product. It's about you engaging with your customer and giving them choice by finding out what kind of drinks they like and then using your knowledge to give them recommendations.

However one thing is certain when you sell and make cocktails for a customer... You'll often find that your creation will attract attention and more often than not a ripple effect will happen and you'll have more orders for cocktails, particularly if you have people sat around the bar drinking.

Here are a few tips and reminders to make the most of the ripple.

Set a place setting - When you take an order for cocktail always place a bev napkin in front of the customer before you start to make the drink. It's like a place setting and says "I'm waiting for something special."

Use the bar top as your stage -When you make a drink using the built or stirring method always place the glass or shaker glass on the bar top (on the matting) so that the customer can watch you lovingly make their drink. Don't hide the glass or shaker away on your work bench. This is a chance to show you are not only skilled but that care and time is being put into the drink making process. You don't need to be "Tom Cruise" but it's a good show point that other customers around the bar will watch and be interested in.

Taste checking – Remember its good practice to taste the cocktail before you serve it, especially when you start to learn new cocktails to ensure you have the taste profile correct. This should be done discreetly and the best way is to use a long straw, inserting into the cocktail mix and placing your thumb or finger over the open end. This will create a vacuum and you will be able to take out the straw without it dripping and taste a small amount of the mix that is held in the other end. Always discard the straw after you have used it!

Shake it high - If you're using a shaker feel confident about it, firmly holding both ends together, lift the shaker to your shoulder level and shake away. Again it's about a little bit of showmanship.

Present the drink with care – Always pour the cocktail from the metal shaker into its correct glass on the bar top. (on the rubber matting) Finish it with garnish and then place the cocktail on the bev napkin, making sure the glass is dribble free. Remember the cocktail needs to look good as well as taste good.

Keep the ship ship-shape – Always clean the shaker straight away after you have finished making the drink. Don't leave it in the sink "to do in while". Remember "a while" never comes and you may need to be prepared and ready to make another order of cocktails straight after finishing with your customer or your fellow team member may need to use the equipment.

Time to practice...

*Choose three of the classic cocktails on the list and make them with your mentor.
Remember to taste them to make sure you have the mix right.
Practice making them at the bar and presenting them to an imaginary customer.
Practice making garnishes such as lemon twists and performing orange flares*



Well-done! You've completed the workbook and your practical training. Remember you have all the knowledge you need to help you carry out your practical assignment within your workbook.

Practical Assignment

1. Learn and make 3 other classic cocktails from the list, presenting them at the bar to your General Manager for them to try.
2. With the bar team and your bar manager work on promoting a number of classic cocktails over a three week period. Help to organise promotion boards and ensure there is garnish for the key busy shifts. Keep a record of the selection of cocktails you and the team have been promoting and at the end of the three weeks find out which one has been the most popular and which team member has sold the most cocktails.

Remember our team value, "Preparation is the key - always prepare for success!"

Assignment Feedback

GMs Comments:

Mentors Comments:

Area Managers Comments:

