

Channel 50

Brokers · Resellers · Hospitality Headhunters

New channel targets for PlatePrep — people who already have trust with independent operators. Brokers put kitchens on the market. Resellers walk the book weekly. Headhunters place the chefs and GMs who inherit chaos on day one. Chad dials; Buddy closes; partners get paid.

THE PLAY

1. Dial by type block (Recruiters Brokers Resellers) or by geography. 2. Same motion: intro schedule Buddy presents Chad follows up. 3. Brokers: \$250 + 20%. Resellers/referrers/recruiters: \$100 + 20% + \$2,500/20. 4. Never invent emails — call the main line. 5. Log every touch in Zoho. 6. Product go-live still controlled wave — collect menus and holds, not forced paid activations.

By state: CT 1 · FL 11 · NC 8 · NJ 11 · NY 10 · PA 1 · SC 8

By type: Channel Reseller 2 · Distributor Sales 5 · Hospitality Recruiter 22 · Restaurant Broker 21

50 Targets

1. Georgia Westwood

PRIORITY

Franchise Partner (Gecko Hospitality Tri-State) · Gecko Hospitality · Hackensack, NJ

PHONE	646-924-2690 ext.102	TERRITORY	NJ Metro, NY (Long Island, Metro, Midtown)
EMAIL	georgia@geckohospitality.com	TYPE	Hospitality Recruiter
WEB	https://www.geckohospitality.com/recruiters/georgi...		

WHY FIT: Owns NYC/NJ restaurant recruiting franchise since 2013; places GMs & chefs who need onboarding systems at every new placement — natural PlatePrep introducer.

ANGLE: Ask her to include PlatePrep as a 'day-one systems' recommendation in every GM/chef placement packet.

OPENING EMAIL · SUBJECT

PlatePrep for the operators you place — quick intro

Hi Georgia,

Buddy Foy Jr. here — Co-Founder of PlatePrep. When you place a chef, GM, or multi-unit lead, they often inherit a messy kitchen on day one. We built a kitchen OS — Recipe IP, PlateCost, prep, training, ordering — so new leaders run a system, not tribal knowledge.

Two links: plateprepdemo.com/product and plateprepdemo.com/pitch.

If any recent placement would benefit, reply and Chad will put 20 minutes on the calendar. Partners earn on every account that signs.

Have a great service.

Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

2. Amy Falbaum

PRIORITY

President · Amy Falbaum & Associates · New York, NY

PHONE	917-573-3061	TERRITORY	NYC / East Coast, chef & GM placements since 2010
EMAIL	amy@amyfalbaum.com	TYPE	Hospitality Recruiter
WEB	https://amyfalbaum.com		

WHY FIT: Boutique East Coast-focused executive recruiter placing celebrity chefs, GMs, directors of ops for independents — high-trust advisor relationships.

ANGLE: Offer her a referral fee for every placed GM/chef who adopts PlatePrep at their new restaurant.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Amy,

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3. Jeremy Nichols

PRIORITY

Hospitality & Restaurant Executive Recruiter, Florida Franchise Owner · Gecko Hospitality (JNIC Recruiting LLC) · Tampa/Valrico, FL

PHONE	N/A	TERRITORY	Tampa/St. Petersburg, FL
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	https://www.geckohospitality.com/		

WHY FIT: Forbes-recognized top recruiting franchise owner in core Tampa Bay target market; deep independent-restaurant GM/chef pipeline.

ANGLE: Position PlatePrep as a value-add he can pitch to placed GMs during onboarding calls in the Tampa market.

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Hi Jeremy,

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4. Andrea Hudon

Recruiter

Franchise Partner, CPC · Gecko Hospitality · Orlando/Tampa, FL

PHONE	N/A	TERRITORY	Central Florida: Orlando, Tampa
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	https://www.geckohospitality.com/recruiters/andrea...		

WHY FIT: 13+ years placing 100s of restaurant management candidates in Central FL — direct overlap with PlatePrep FL target markets.

ANGLE: Pitch a co-branded 'new GM starter kit' that includes a PlatePrep trial for her Central FL placements.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Andrea,

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

5. Chris Shatto

Recruiter

Franchise Owner / Executive Hospitality Recruiter · Gecko Hospitality – North Carolina & Missouri · Charlotte, NC

PHONE	N/A	TERRITORY	North Carolina & Missouri
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	https://www.geckohospitality.com/		

WHY FIT: Former hotel operator turned NC recruiter placing hospitality leaders; strong fit for PlatePrep's Charlotte-area independent restaurant push.

ANGLE: Offer him co-marketing material to hand new NC GM placements at the offer stage.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Chris,

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

6. Joan Koelbel

Recruiter

Franchise Partner, CPC · Gecko Hospitality · Charlotte area, NC

PHONE	N/A	TERRITORY	North Carolina, Virginia, Washington DC
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	https://www.geckohospitality.com/franchise-why-gec...		

WHY FIT: Owns NC/VA/DC restaurant recruiting franchise since 2002 — long-tenured relationships with multi-unit operators across two PlatePrep target states.

ANGLE: Approach for a webinar/newsletter placement to her candidate + client list.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Joan,

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7. Jessie Johnson

Recruiter

Senior Executive Recruiter, Restaurant Division · Gecko Hospitality (Corporate) · Columbia, SC

PHONE	N/A	TERRITORY	Georgia, South Carolina, West Virginia
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	https://www.geckohospitality.com/		

WHY FIT: One of few named recruiters covering SC restaurant placements specifically — critical for SC market coverage.

ANGLE: Target for GM placement bundle referrals in Columbia/Charleston area.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Jessie,

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8. Marcus Williams

Recruiter

Executive Recruiter / Franchise Owner · Patrice & Associates · N/A, NJ

PHONE	908-356-0220	TERRITORY	New Jersey, New York
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	https://www.patriceandassociates.com/our-leadershi...		

WHY FIT: Named NJ/NY territory owner at the largest hospitality recruiting network in North America (700k+ candidate database).

ANGLE: Ask for inclusion of PlatePrep flyer in new-hire onboarding packet for NJ/NY placements.

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Hi Marcus,

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9. Matt Smith

Recruiter

Regional Developer, South Florida · Patrice & Associates · Naples, FL

PHONE	203-313-8292	TERRITORY	South Florida, Tampa, Sarasota, Orlando, Miami, Ft. Lauderdale
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	https://matt-smith.patriceandassociatesfranchising...		

WHY FIT: Manages multi-recruiter South FL office covering nearly every PlatePrep FL submarket in one relationship.

ANGLE: Pursue a single regional partnership covering all of South/Central FL Patrice offices.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Matt,

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10. Lori Eckhardt

Recruiter

Owner · LGN Hospitality LLC · New York City, NY

PHONE	N/A	TERRITORY	NYC hotels & restaurants nationwide clients
EMAIL	leckhardt@lgnhospitality.com	TYPE	Hospitality Recruiter
WEB	N/A		

WHY FIT: Independent NYC hospitality recruiter placing GMs, AGMs, Executive Chefs, Directors of Ops for restaurants nationwide.

ANGLE: Offer a referral commission structure for every placed GM who signs up for PlatePrep.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Lori,

Buddy Foy Jr. here — Co-Founder of PlatePrep. When you place a chef, GM, or multi-unit lead, they often inherit a messy kitchen on day one. We built a kitchen OS — Recipe IP, PlateCost, prep, training, ordering — so new leaders run a system, not tribal knowledge.

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11. Jennifer Davidson

Recruiter

Recruiter · Kitchen Culture Recruiting · New York City, NY

PHONE	N/A	TERRITORY	NYC, LA, Miami
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	N/A		

WHY FIT: Former GM turned recruiter with 15 years operating experience; places FOH/BOH management for independents from Michelin to mom-and-pop.

ANGLE: Pitch operator-to-operator credibility angle — she understands PlatePrep's buyer pain points firsthand.

OPENING EMAIL · SUBJECT

PlatePrep for the operators you place — quick intro

Hi Jennifer,

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

12. J.W. Bibbins

Recruiter

Founder & Principal · JWB Hospitality · New York City, NY

PHONE	916-402-3077	TERRITORY	Nationwide with NYC HQ; also covers Carolinas, FL, Atlanta
EMAIL	hello@jwbhospitality.com	TYPE	Hospitality Recruiter
WEB	https://jwbhospitality.com/		

WHY FIT: Boutique NYC-founded firm placing C-suite, GMs, Exec Chefs for restaurants/hotels/private clubs nationwide including target markets.

ANGLE: Propose joint webinar on 'systems new GMs should demand on day one'.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi J.W.,

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

13. Amy Ozarek

Recruiter

Executive Recruiter · Gecko Hospitality · N/A, NJ

PHONE	N/A	TERRITORY	New Jersey, New York
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	https://www.geckohospitality.com/financial-local-recruitment		

WHY FIT: Named restaurant-division recruiter covering both NJ and NY — dual-market reach for PlatePrep's core Northeast territory.

ANGLE: Bundle pitch alongside Georgia Westwood for full NY/NJ Gecko coverage.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Amy,

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

14. Allegra Lyndell

PRIORITY

Executive Recruiter · Gecko Hospitality · N/A, NJ

PHONE	N/A	TERRITORY	New Jersey
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	https://www.geckohospitality.com/financial-local-recr...		

WHY FIT: Named NJ restaurant-division Gecko recruiter, adds a second contact point in the NJ market beyond Westwood/Ozarek/Williams.

ANGLE: Use as a secondary NJ warm intro if primary contacts are unresponsive.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Allegra,

Buddy Foy Jr. here — Co-Founder of PlatePrep. When you place a chef, GM, or multi-unit lead, they often inherit a messy kitchen on day one. We built a kitchen OS — Recipe IP, PlateCost, prep, training, ordering — so new leaders run a system, not tribal knowledge.

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

15. Valerie Coburn

Recruiter

Franchise Owner / Agency Recruiter · Patrice & Associates – Long Island · Long Island, NY

PHONE	631-764-5320	TERRITORY	Long Island / nationwide restaurant management placements
EMAIL	vcoburn999@gmail.com	TYPE	Hospitality Recruiter
WEB	N/A		

WHY FIT: Named Long Island franchise owner — direct hit on PlatePrep's Long Island target submarket, specializes in QSR/casual/family dining GM placement.

ANGLE: Introduce PlatePrep specifically as a Long Island independent-restaurant tool.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Valerie,

Buddy Foy Jr. here — Co-Founder of PlatePrep. When you place a chef, GM, or multi-unit lead, they often inherit a messy kitchen on day one. We built a kitchen OS — Recipe IP, PlateCost, prep, training, ordering — so new leaders run a system, not tribal knowledge.

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

16. Ginger Ramsey

Recruiter

Restaurant Management Recruiter · Gecko Hospitality · Miami, FL

PHONE	N/A	TERRITORY	South Florida (70+ restaurants)
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	N/A		

WHY FIT: Recruits salaried restaurant managers across 70+ South Florida restaurants spanning fast casual to fine dining — deep book of independent operators.

ANGLE: Target for a South Florida operator introduction list.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Ginger,

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

17. Karen Valentin

Recruiter

Executive Recruiter / National Recruiting Manager · Patrice and Associates · Jacksonville, FL

PHONE	N/A	TERRITORY	Jacksonville, FL and national
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	N/A		

WHY FIT: National recruiting manager based in Jacksonville — fills a key gap in PlatePrep's underserved Jacksonville submarket.

ANGLE: Ask about Jacksonville-specific independent restaurant GM openings for a targeted intro list.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Karen,

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

18. Tony Bryant

Recruiter

Executive Recruiter · Gecko Hospitality (Corporate) · Tampa, FL

PHONE	N/A	TERRITORY	Central Florida (Tampa/Orlando)
EMAIL	tony@geckohospitality.com	TYPE	Hospitality Recruiter
WEB	https://www.geckohospitality.com/recruiters/tony-b...		

WHY FIT: Full-cycle operations leadership recruiter for Central FL hospitality — adds depth to the Tampa/Orlando Gecko bench.

ANGLE: Secondary Tampa contact if Nichols/Hudon bandwidth is limited.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Tony,

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19. Marty Tarabar

Recruiter

Franchise Owner · Gecko Hospitality · Chalfont, PA

PHONE	N/A	TERRITORY	Eastern PA, NJ, DE, plus AR/IA/NE/CO/ID
EMAIL	marty@geckohospitality.com	TYPE	Hospitality Recruiter
WEB	N/A		

WHY FIT: Covers New Jersey as part of a multi-state territory — strong operator relationships handling restaurants, hotels, casinos, country clubs.

ANGLE: Bundle with NJ-focused outreach since NJ is explicitly in his territory.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Marty,

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Two links: plateprepdemo.com/product and plateprepdemo.com/pitch.

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

20. Emily Williams

Recruiter

Owner / Talent Miner · Williams Hospitality Search · Charleston, SC

PHONE	N/A	TERRITORY	Remote/global, strong Charleston base
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	https://williamshospitalitysearch.com		

WHY FIT: Charleston-based independent executive search recruiter for hospitality talent worldwide — useful SC anchor contact.

ANGLE: Position as a Charleston boutique restaurant GM/chef search partner.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Emily,

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

21. Louis Yuhasz

Recruiter

CEO · Introductions Agency · Sullivan's Island / Charleston, SC

PHONE	N/A	TERRITORY	Greater Charleston, SC
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	N/A		

WHY FIT: Contract recruiter for the Charleston Area Hospitality Association and Greater Charleston Restaurant Association — direct line to SC independents.

ANGLE: Pitch a group demo to the Charleston Restaurant Association member base via his contract relationship.

OPENING EMAIL · SUBJECT

PlatePrep for the operators you place — quick intro

Hi Louis,

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

22. Kayla Payne

Recruiter

Executive Recruiter, Restaurant Division · Gecko Hospitality (Corporate) · Charlotte (background) / Montana, NC

PHONE	N/A	TERRITORY	National, with Charlotte, NC operator background
EMAIL	N/A	TYPE	Hospitality Recruiter
WEB	N/A		

WHY FIT: Restaurant-division recruiter with direct Charlotte, NC operator experience (Bottle Cap Group) — good bridge contact for NC intros.

ANGLE: Use her NC operator background as a natural conversation starter for PlatePrep intros.

OPENING EMAIL · SUBJECT**PlatePrep for the operators you place — quick intro**

Hi Kayla,

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Buddy · via Chad Villaflor · chad@plateprepdemo.com · 518-750-0925

23. Eric Gagnon

Broker

Founder & President · We Sell Restaurants · Palm Coast, FL

PHONE	404-800-6700	TERRITORY	Nationwide (45 states), FL/GA/SC licensed
EMAIL	steve@wesellrestaurants.com (co.)	TYPE	Restaurant Broker
WEB	https://www.wesellrestaurants.com		

WHY FIT: Founder of the nation's largest restaurant-exclusive brokerage; every sold restaurant is a fresh-owner PlatePrep prospect at deal close.

ANGLE: Propose a 'new owner onboarding' partnership bundling PlatePrep into closing packets nationwide.

OPENING EMAIL · SUBJECT**PlatePrep + We Sell Restaurants — cleaner kitchens, faster deals**

Hi Eric,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

One ask: PDF menu from any listing — next call we load it live.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

24. Robin Gagnon

Broker

Co-Founder & CEO · We Sell Restaurants · Palm Coast, FL

PHONE	404-800-6700	TERRITORY	Nationwide, incl. NY/NJ/FL/NC/SC franchise territories
EMAIL	N/A	TYPE	Restaurant Broker
WEB	https://www.wesellrestaurants.com		

WHY FIT: Co-founder of restaurant-exclusive brokerage with \$160M+ listing inventory; controls national franchisee network across all 5 PlatePrep target regions.

ANGLE: Pitch a corporate-level channel deal to bundle PlatePrep with every closed sale nationwide.

OPENING EMAIL · SUBJECT**PlatePrep + We Sell Restaurants — cleaner kitchens, faster deals**

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One ask: PDF menu from any listing — next call we load it live.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

25. Steven Weinbaum

Broker

Certified Restaurant Broker · We Sell Restaurants · Anderson, SC

PHONE	N/A	TERRITORY	Georgia, South Carolina, Florida
EMAIL	steve@wesellrestaurants.com	TYPE	Restaurant Broker
WEB	https://www.wesellrestaurants.com		

WHY FIT: Licensed restaurant broker covering SC — fills a specific gap in PlatePrep's South Carolina broker coverage.

ANGLE: Ask for intro to SC buyer clients closing on independent restaurants.

OPENING EMAIL · SUBJECT**PlatePrep + We Sell Restaurants — cleaner kitchens, faster deals**

Hi Steven,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

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Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

26. Mike Santos

Broker

Restaurant Broker / Agent · The Commonwealth Company / RestaurantBrokers.info · Charleston, SC

PHONE	843-343-4909	TERRITORY	Charleston, Columbia, Myrtle Beach/Conway, SC
EMAIL	N/A	TYPE	Restaurant Broker
WEB	https://www.restaurantbrokers.info		

WHY FIT: 10+ year dedicated restaurant broker in Charleston/Myrtle Beach — key SC coastal market coverage.

ANGLE: Ask for buyer-side intros post-closing for POS/systems recommendations.

OPENING EMAIL · SUBJECT**PlatePrep + The Commonwealth Company / RestaurantBrokers.info — cleaner kitchens, faster deals**

Hi Mike,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

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Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

27. James Moring

Broker

Owner, BIC · The Commonwealth Company Inc. (RestaurantBrokers.info) · Charleston, SC

PHONE	843-577-8877	TERRITORY	Charleston, Myrtle Beach, coastal SC
EMAIL	N/A	TYPE	Restaurant Broker
WEB	https://www.RestaurantBrokers.info		

WHY FIT: 25+ years commercial real estate broker; claims most restaurants/bars/nightclubs sold in South Carolina.

ANGLE: Position as the top-volume SC restaurant broker relationship to secure.

OPENING EMAIL · SUBJECT

PlatePrep + The Commonwealth Company Inc. (RestaurantBrokers.info) — cleaner kitchens, faster deals

Hi James,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

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Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

28. Tim Hagar

Broker

Market Leader & Advisor · National Restaurant Properties · Charleston, SC

PHONE	N/A	TERRITORY	Charleston, Mt. Pleasant, Myrtle Beach, Savannah, Hilton Head, SC/GA coast
EMAIL	hagar@bellsouth.net	TYPE	Restaurant Broker
WEB	https://www.nationalrestaurantproperties.com		

WHY FIT: 500+ transactions since 1999 as one of NRP's original franchisees — deep book of SC/GA coastal restaurant sellers and buyers.

ANGLE: Propose bundling PlatePrep trial with every restaurant sale closing packet.

OPENING EMAIL · SUBJECT

PlatePrep + National Restaurant Properties — cleaner kitchens, faster deals

Hi Tim,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

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Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

29. Sherman Walters

Broker

Restaurant Broker · National Restaurant Properties · Charlotte, NC

PHONE	N/A	TERRITORY	Mecklenburg County, NC (Charlotte)
EMAIL	N/A	TYPE	Restaurant Broker
WEB	https://www.nationalrestaurantproperties.com		

WHY FIT: Nearly 20 years helping bar & restaurant operators sell their businesses in the Charlotte market.

ANGLE: Ask to co-brand a 'new owner checklist' with PlatePrep included.

OPENING EMAIL · SUBJECT

PlatePrep + National Restaurant Properties — cleaner kitchens, faster deals

Hi Sherman,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

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Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

30. William Harrill

Broker

Real Estate Broker / Broker In Charge · National Restaurant Properties Charlotte (Bread N Butter) · Charlotte, NC

PHONE	N/A	TERRITORY	Charlotte, NC and South Carolina
EMAIL	N/A	TYPE	Restaurant Broker
WEB	https://www.breadnbutterinc.com		

WHY FIT: Broker-in-charge for NRP Charlotte covering NC and SC restaurant valuations/sales — dual-state reach for PlatePrep's Carolinas push.

ANGLE: Explore co-marketing through Bread N Butter's broader restaurant services division.

OPENING EMAIL · SUBJECT

PlatePrep + National Restaurant Properties Charlotte (Bread N Butter) — cleaner kitchens, faster deals

Hi William,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

One ask: PDF menu from any listing — next call we load it live.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

31. Sean Reymann

Broker

Owner · Reymann Restaurant Brokerage · Charlotte, NC

PHONE	N/A	TERRITORY	Charlotte, NC area
EMAIL	N/A	TYPE	Restaurant Broker
WEB	https://reymannrestaurantbrokerage.com		

WHY FIT: One of few Certified Restaurant Brokers in the Charlotte area with restaurant consulting/design background.

ANGLE: Pitch as a consulting-adjacent partner who can bundle PlatePrep into post-sale operational upgrades.

OPENING EMAIL · SUBJECT**PlatePrep + Reymann Restaurant Brokerage — cleaner kitchens, faster deals**

Hi Sean,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

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Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

32. Trae McCarthy

Broker

Restaurant Broker, Food & Beverage Division · Sunbelt Business Brokers of Raleigh · Raleigh, NC

PHONE	N/A	TERRITORY	Raleigh / North Carolina
EMAIL	N/A	TYPE	Restaurant Broker
WEB	https://www.sunbeltnetwork.com/raleigh-nc/		

WHY FIT: Dedicated restaurant broker for Sunbelt's Raleigh office serving the underserved NC food & beverage brokerage niche.

ANGLE: Reach out for Raleigh-Durham independent restaurant sale referrals.

OPENING EMAIL · SUBJECT**PlatePrep + Sunbelt Business Brokers of Raleigh — cleaner kitchens, faster deals**

Hi Trae,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

One ask: PDF menu from any listing — next call we load it live.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

33. Steve Radekopf

Broker

CBI, CFC · Sperry-Radekopf & Associates · Mt. Pleasant / Charleston, SC

PHONE	843-514-0761	TERRITORY	Charleston, SC and Charlotte, NC; NC & GA coast
EMAIL	N/A	TYPE	Restaurant Broker
WEB	https://www.radcommercial.com		

WHY FIT: Dual-licensed NC/SC broker with food & beverage as a named specialty, covering both Carolinas from two offices.

ANGLE: Approach as a two-state (NC+SC) relationship in a single contact.

OPENING EMAIL · SUBJECT

PlatePrep + Sperry-Radekopf & Associates — cleaner kitchens, faster deals

Hi Steve,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

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Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

34. Tim Delaney

Broker

Owner / Licensed Broker · Delaney Restaurant Realty · Randolph, NJ

PHONE	201-602-4649	TERRITORY	Statewide New Jersey
EMAIL	timd@delaneyrestaurantrealty.com	TYPE	Restaurant Broker
WEB	https://delaneyrestaurantrealty.com		

WHY FIT: Premier NJ restaurant-only brokerage since 1996 with hundreds of closed deals — top NJ specialist broker.

ANGLE: Propose bundling PlatePrep intro material with every NJ restaurant sale closing.

OPENING EMAIL · SUBJECT**PlatePrep + Delaney Restaurant Realty — cleaner kitchens, faster deals**

Hi Tim,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

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Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

35. Richard Santore

Broker

Principal · Bielat Santore & Company · Little Silver, NJ

PHONE	732-531-4200	TERRITORY	Statewide New Jersey since 1978
EMAIL	N/A	TYPE	Restaurant Broker
WEB	https://www.njrestaurantsforsale.com		

WHY FIT: Longest-tenured NJ restaurant/F&B brokerage; claims more NJ restaurant/hospitality real estate sales than any competitor.

ANGLE: Position PlatePrep as the natural post-close systems upgrade for NJ deals.

OPENING EMAIL · SUBJECT**PlatePrep + Bielat Santore & Company — cleaner kitchens, faster deals**

Hi Richard,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

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Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

36. Edward Laub

Broker

Licensed Broker · Legacy Advisors, LLC / Keller Williams Commercial · Wyckoff, NJ

PHONE	201-841-2560	TERRITORY	Northern NJ (Bergen, Essex, Morris, Passaic, Union, Hudson, Somerset) + NY border towns (Rockland, Westchester)
EMAIL	N/A	TYPE	Restaurant Broker
WEB	https://edlaubproperties.com		

WHY FIT: Restaurant-focused NJ/NY-border broker with practice focused almost exclusively on F&B — spans both PlatePrep NJ and Hudson Valley targets.

ANGLE: Great dual-market (NJ + Hudson Valley) single relationship to pursue first.

OPENING EMAIL · SUBJECT
PlatePrep + Legacy Advisors, LLC / Keller Williams Commercial — cleaner kitchens, faster deals

Hi Edward,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

One ask: PDF menu from any listing — next call we load it live.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

37. Bart D. Natoli

Broker

Broker ('The Restaurant Guy') · Realty One / ReMax Properties Plus · Tenafly, NJ

PHONE	N/A	TERRITORY	Bergen County, NJ and surrounding NJ
EMAIL	N/A	TYPE	Restaurant Broker
WEB	N/A		

WHY FIT: 27+ years specializing almost exclusively in restaurant and food-business sales in NJ.

ANGLE: Reach out directly for Bergen County independent restaurant buyer introductions.

OPENING EMAIL · SUBJECT**PlatePrep + Realty One / ReMax Properties Plus — cleaner kitchens, faster deals**

Hi Bart,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

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Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

38. Henry Galasso

Broker

Owner / Business Broker, CBI · East Coast Business Brokers / East Coast Realty Partners · Melville / Long Island, NY

PHONE	516-779-8900	TERRITORY	Long Island, NYC metro, NJ, CT, and Florida (St. Pete)
EMAIL	N/A	TYPE	Restaurant Broker
WEB	https://www.eastcoastbusinessbroker.com		

WHY FIT: Top-25 U.S. brokerage firm per Axial; named Long Island Power Broker; also active in Florida — dual NY/FL reach.

ANGLE: Pitch a Long Island + Florida dual-market partnership given his cross-state book.

OPENING EMAIL · SUBJECT

PlatePrep + East Coast Business Brokers / East Coast Realty Partners — cleaner kitchens, faster deals

Hi Henry,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

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Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

39. Paul Ficalora

Broker

Broker · Restaurant Business Advisor · White Plains area, NY

PHONE	917-715-4346	TERRITORY	Westchester, Rockland, Putnam, Lower Fairfield Counties, NYC
EMAIL	N/A	TYPE	Restaurant Broker
WEB	https://www.restaurantbusinessadvisor.com		

WHY FIT: Dedicated restaurant business broker for the Hudson Valley/Westchester corridor — direct hit on PlatePrep's Hudson Valley target.

ANGLE: Approach as the primary Hudson Valley-focused broker relationship.

OPENING EMAIL · SUBJECT**PlatePrep + Restaurant Business Advisor — cleaner kitchens, faster deals**

Hi Paul,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

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One ask: PDF menu from any listing — next call we load it live.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

40. Thomas P. Zengen

Broker

Licensed Real Estate Broker · Hudson Valley Business Brokers, Inc. · N/A, NY

PHONE	845-224-8005	TERRITORY	Hudson Valley, NY
EMAIL	tomz@hvbizbrokers.com	TYPE	Restaurant Broker
WEB	https://www.hvbizbrokers.com		

WHY FIT: Dedicated Hudson Valley business/restaurant brokerage — fills a specific gap in that PlatePrep target submarket.

ANGLE: Ask for a free-valuation-day co-branded event featuring PlatePrep for sellers/buyers.

OPENING EMAIL · SUBJECT**PlatePrep + Hudson Valley Business Brokers, Inc. — cleaner kitchens, faster deals**

Hi Thomas,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

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Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

41. Timothy Levandowski

Broker

Business Broker / Owner · Keystone Business Exchange (That Business Broker) · Jacksonville, FL

PHONE	904-763-6232	TERRITORY	Jacksonville / Northeast Florida
EMAIL	tim@keystonebusinessexchange.com	TYPE	Restaurant Broker
WEB	https://thatbusinessbroker.com		

WHY FIT: 18+ years operational experience and a decade brokering restaurant sales specifically in the underserved Jacksonville market.

ANGLE: Direct outreach for Jacksonville submarket restaurant sale referrals.

OPENING EMAIL · SUBJECT

PlatePrep + Keystone Business Exchange (That Business Broker) — cleaner kitchens, faster deals

Hi Timothy,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

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Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

42. Debra Sawyer

Broker

Multi-Unit Franchise Partner, CPA/CFP · We Sell Restaurants · Orlando / Kissimmee / Sanford, FL

PHONE	407-340-0369	TERRITORY	Kissimmee, Orlando, Sanford, FL
EMAIL	debra@wesellrestaurants.com	TYPE	Restaurant Broker
WEB	https://www.wesellrestaurants.com		

WHY FIT: CPA/CFP-credentialed We Sell Restaurants franchise partner for Orlando-area — strong financial-advisory angle for new owner conversations.

ANGLE: Leverage her CPA/CFP background to position PlatePrep's cost-control/reporting features to new owners.

OPENING EMAIL · SUBJECT**PlatePrep + We Sell Restaurants — cleaner kitchens, faster deals**

Hi Debra,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

One ask: PDF menu from any listing — next call we load it live.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

43. Justin Scott

PRIORITY

Certified Restaurant Broker, Franchise Partner · We Sell Restaurants (Carolina Restaurant Brokerage, LLC) · Charlotte, NC

PHONE	704-609-4660	TERRITORY	Charlotte NC, Rock Hill/Columbia/Greenville/Spartanburg SC
EMAIL	justin@wesellrestaurants.com	TYPE	Restaurant Broker
WEB	https://www.wesellrestaurants.com		

WHY FIT: WARM (already known) — former Firehouse Subs multi-unit operator now covering Charlotte + 4 SC territories; keep as anchor relationship if not already engaged.

ANGLE: Already warm — use as an intro hub to his SC sub-brokers before duplicating direct outreach.

OPENING EMAIL · SUBJECT

PlatePrep + We Sell Restaurants (Carolina Restaurant Brokerage, LLC) — cleaner kitchens, faster deals

Hi Justin,

Buddy Foy Jr. here — Co-Founder of PlatePrep. Buyers discount chaotic kitchens. We organize recipes, plate cost, prep, and ordering so listings look like a business, not a job.

Broker track: \$250 signing + 20% recurring life of account. Motion: you intro Chad schedules Buddy presents Chad follows up.

Links: plateprepdemo.com/brokers · plateprepdemo.com/product · plateprepdemo.com/broker-onepager.pdf

One ask: PDF menu from any listing — next call we load it live.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

44. Brian Dunne

Channel Reseller

CEO / Partner · Restaurant Pro Shop (formerly Dunne Rite Solutions) · Roselle Park, NJ

PHONE	N/A	TERRITORY	New Jersey (foodservice equipment + IT solutions)
EMAIL	N/A	TYPE	Channel Reseller
WEB	N/A		

WHY FIT: 20+ years running a full-service NJ food equipment AND IT solutions dealer — a natural technology-adjacent reseller for PlatePrep.

ANGLE: Pitch a bundled hardware+software offer combining equipment sales with PlatePrep SaaS.

OPENING EMAIL · SUBJECT**PlatePrep + Restaurant Pro Shop (formerly Dunne Rite Solutions) — second product for your restaurant book**

Hi Brian,

Buddy Foy Jr. here — Co-Founder of PlatePrep. You already walk into independents with trust. PlatePrep is the kitchen layer after the sale — recipes, live plate cost, prep, training, ordering. Complementary to what you sell today. Not a POS rip-and-replace.

You intro we demo and close you get paid (\$100 signing + 20% recurring + \$2,500 every 20).

Links: plateprepdemo.com/product · plateprepdemo.com/refer

Reply with a window or a first restaurant name.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

45. Michael Lichter

Channel Reseller

CEO · Culinary Depot · Spring Valley, NY

PHONE	888-845-8200	TERRITORY	NY, NJ, NV, SC, FL (top-20 US foodservice dealer)
EMAIL	N/A	TYPE	Channel Reseller
WEB	https://www.culinarydepotinc.com		

WHY FIT: Runs one of the top 20 foodservice equipment dealers in the US with locations spanning 3 of PlatePrep's 5 target states (NY, NJ, SC, FL).

ANGLE: Propose a national reseller/referral agreement given his multi-state dealer footprint.

OPENING EMAIL · SUBJECT

PlatePrep + Culinary Depot — second product for your restaurant book

Hi Michael,

Buddy Foy Jr. here — Co-Founder of PlatePrep. You already walk into independents with trust. PlatePrep is the kitchen layer after the sale — recipes, live plate cost, prep, training, ordering. Complementary to what you sell today. Not a POS rip-and-replace.

You intro we demo and close you get paid (\$100 signing + 20% recurring + \$2,500 every 20).

Links: plateprepdemo.com/product · plateprepdemo.com/refer

Reply with a window or a first restaurant name.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

46. Marco Calderon

Distributor Sales

South Florida Retail Sales Manager · Restaurant Warehouse by Culinary Depot · South Florida, FL

PHONE	N/A	TERRITORY	South Florida (3 retail locations)
EMAIL	N/A	TYPE	Distributor Sales
WEB	https://www.culinarydepotinc.com		

WHY FIT: Oversees sales for Culinary Depot's South Florida retail equipment locations — direct line to independent restaurant buyers outfitting new locations.

ANGLE: Approach for a point-of-sale referral program at equipment purchase/checkout.

OPENING EMAIL · SUBJECT

PlatePrep + Restaurant Warehouse by Culinary Depot — second product for your restaurant book

Hi Marco,

Buddy Foy Jr. here — Co-Founder of PlatePrep. You already walk into independents with trust. PlatePrep is the kitchen layer after the sale — recipes, live plate cost, prep, training, ordering. Complementary to what you sell today. Not a POS rip-and-replace.

You intro we demo and close you get paid (\$100 signing + 20% recurring + \$2,500 every 20).

Links: plateprepdemo.com/product · plateprepdemo.com/refer

Reply with a window or a first restaurant name.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

47. Frank Doyle

Distributor Sales

Principal · TD Marketing Company, Inc. · Edison, NJ

PHONE	732-339-3266	TERRITORY	NY/NJ/CT (MAFSI Region 2/3) foodservice equipment manufacturers' rep
EMAIL	fdoyle@tdmarketingco.com	TYPE	Distributor Sales
WEB	https://www.tdmarketingco.com		

WHY FIT: Manufacturer's rep agency serving NJ/NY/CT foodservice dealers and distributors directly — reaches independent restaurant buyers via equipment channel.

ANGLE: Offer a co-branded flyer for his dealer network to hand out with equipment installs.

OPENING EMAIL · SUBJECT
PlatePrep + TD Marketing Company, Inc. — second product for your restaurant book

Hi Frank,

Buddy Foy Jr. here — Co-Founder of PlatePrep. You already walk into independents with trust. PlatePrep is the kitchen layer after the sale — recipes, live plate cost, prep, training, ordering. Complementary to what you sell today. Not a POS rip-and-replace.

You intro we demo and close you get paid (\$100 signing + 20% recurring + \$2,500 every 20).

Links: plateprepdemo.com/product · plateprepdemo.com/refer

Reply with a window or a first restaurant name.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

48. Jerry (Frain-Bovasso Associates)

Distributor Sales

Principal · Frain-Bovasso Associates, Inc. · Clifton, NJ

PHONE	973-472-3033	TERRITORY	NJ foodservice equipment manufacturers' representative
EMAIL	jerry@frainbovasso.com	TYPE	Distributor Sales
WEB	N/A		

WHY FIT: Named NJ-based manufacturer's rep serving the Metro NY/NJ/CT foodservice equipment channel — added reseller touchpoint in NJ.

ANGLE: Use as a secondary NJ equipment-channel contact for co-marketing.

OPENING EMAIL · SUBJECT**PlatePrep + Frain-Bovasso Associates, Inc. — second product for your restaurant book**

Hi Jerry,

Buddy Foy Jr. here — Co-Founder of PlatePrep. You already walk into independents with trust. PlatePrep is the kitchen layer after the sale — recipes, live plate cost, prep, training, ordering. Complementary to what you sell today. Not a POS rip-and-replace.

You intro we demo and close you get paid (\$100 signing + 20% recurring + \$2,500 every 20).

Links: plateprepdemo.com/product · plateprepdemo.com/refer

Reply with a window or a first restaurant name.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

49. Erik (Gotham City Hospitality)

Distributor Sales

Principal · Gotham City Hospitality · Dix Hills, NY

PHONE	201-750-7943	TERRITORY	NY/NJ/CT foodservice equipment representation
EMAIL	erik@gothamcityhospitality.com	TYPE	Distributor Sales
WEB	https://www.gothamcityhospitality.com		

WHY FIT: Named Long Island-based manufacturer’s rep firm directly serving hospitality/restaurant equipment buyers in NY/NJ/CT.

ANGLE: Approach for a co-branded 'new kitchen setup' bundle including PlatePrep.

OPENING EMAIL · SUBJECT

PlatePrep + Gotham City Hospitality — second product for your restaurant book

Hi Erik,

Buddy Foy Jr. here — Co-Founder of PlatePrep. You already walk into independents with trust. PlatePrep is the kitchen layer after the sale — recipes, live plate cost, prep, training, ordering. Complementary to what you sell today. Not a POS rip-and-replace.

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Reply with a window or a first restaurant name.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925

50. Paulo Carolino

Distributor Sales

Area Sales Manager · Ferraro Foods / Napoli Foods · Southington, CT

PHONE	N/A	TERRITORY	Connecticut / Northeast independent & chain restaurant accounts (adjacent to NY/NJ metro)
EMAIL	N/A	TYPE	Distributor Sales
WEB	N/A		

WHY FIT: 8+ years foodservice sales plus 10 years culinary/restaurant management — owns an independent-restaurant account book adjacent to NY/NJ metro.

ANGLE: Ask him to bundle a PlatePrep intro card with his weekly independent restaurant deliveries.

OPENING EMAIL · SUBJECT**PlatePrep + Ferraro Foods / Napoli Foods — second product for your restaurant book**

Hi Paulo,

Buddy Foy Jr. here — Co-Founder of PlatePrep. You already walk into independents with trust. PlatePrep is the kitchen layer after the sale — recipes, live plate cost, prep, training, ordering. Complementary to what you sell today. Not a POS rip-and-replace.

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Links: plateprepdemo.com/product · plateprepdemo.com/refer

Reply with a window or a first restaurant name.

Have a great service.

Buddy · via Chad · chad@plateprepdemo.com · 518-750-0925