

THE SECRET TO A RICH LIFE

Entrepreneur®

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the best **BUSINESS BARS**



**WHERE
TO**

RUB ELBOWS
with VCs

RENT A STYLISH
meeting place

FIND A PARTNER
in your bartender

NETWORK
on the cheap





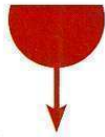
Our writers bar-hopped far and wide to search out the nation's top spots for throwing one back in the name of business. From a bourbon-soaked Louisville classic to an over-the-top Vegas spot suitable for popping the celebratory bubbly, these places are ready to take your meeting.

An Entrepreneur special report

[A **brief** BUT COMPREHENSIVE

show off your classic taste	toast a big business win	prove that you can hang	hide out in a safe haven	work from the office bar	rub elbows with a VC
p9 54	p9 55	p9 55	p9 56	p9 57	p9 59





BAR KEEP

The staff of *Esquire* put away plenty of drinks on the way to finding out how to make a bar your own—and the bartender your (somewhat) silent partner

BY ROSS MCCAMMON

All of us at *Esquire* used to drink at this bar a few years back. It was the key-shaped, '80s-era, marble bar at San Domenico, an Italian restaurant just off New York City's Columbus Circle on Central Park South. It was the closest and best bar anywhere near the office. We'd go there, we'd drink, we'd moan about work. The man who served us was Renato, San Domenico's head bartender. We decided he was the best bartender who ever lived. Two reasons: No one has ever worn a better-tailored double-breasted red jacket, and our glasses were never empty. Which is not a metaphor. Our glasses were literally never empty. We would turn around to look out the window and turn back around to find our drinks heavier. Renato was stealthy to the point of shifty. It was beautiful. So, we drank there a lot. San Domenico was our place.

A place is a useful thing to have. For all of the obvious reasons: camaraderie, joy, etc. But also because having a place pays off when you meet there for business. We had *many* meetings at San Domenico. It was where we preferred to have meetings. Because having a place in which you are enthusiastically greeted and served indicates to the person you're meeting with that you have done something right over a long period of time. It means you are important somehow. It means you're probably trustworthy and you're definitely consistent. (Also, potentially locatable: If you were to try and pull something, this is where you might be found.) The crucial thing: What seemed to be a neutral territory when you proposed the meeting isn't a neutral territory at all. It's your place—which amounts to leverage. A place is very useful. It's a satellite office, really.

There are ways to get a place. You have to acquire it. You have to hang onto it. You have to employ it. Another crucial thing: Your relationship with the bartender is the spindle upon which the whole thing revolves.

THE PLACE, LITERALLY

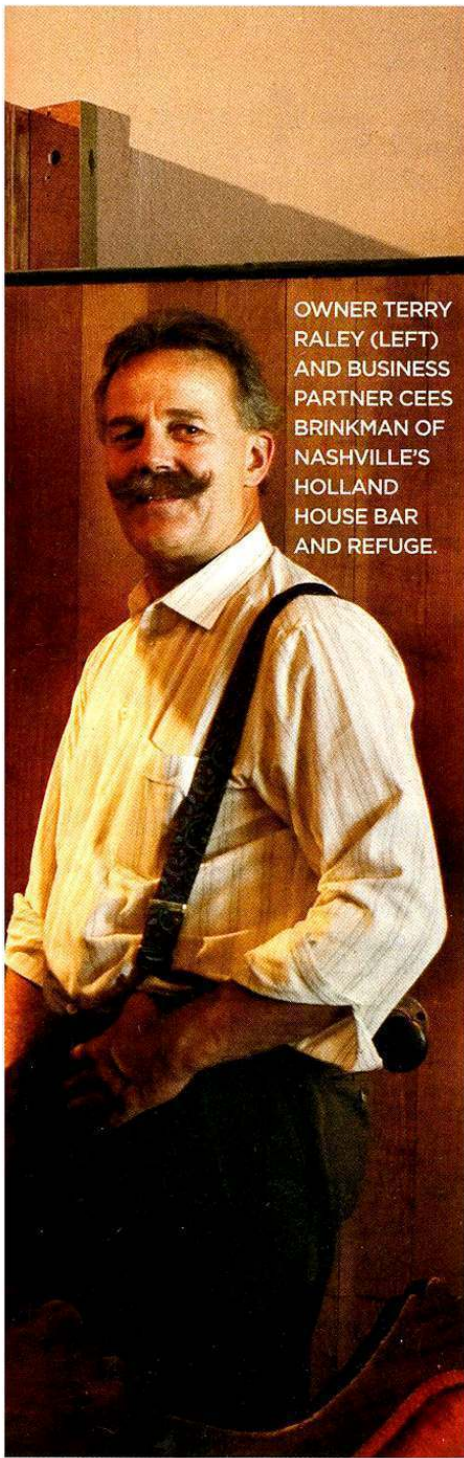
The bar can be no more than five minutes away from where you do your business or where you live. Otherwise you won't go frequently enough to establish a rhythm. And consistency is everything. If after drinking there for the first time you decide this could be your place, you have to go back once within the next five days. And then at least twice a week thereafter. (No one said this was going to be easy.)

The bar should have a name that you're not embarrassed to say out loud. Bars with names that are plural forms of common nouns are not desirable: For example, *Meet me at Whispers?* is not an invitation that can be taken seriously—by a business associate or anyone else.

The place needs to have a *placeness*. A patina. (A real patina. Not the patina of, say, a Chili's.) A little wear suggests that the place has been around for a while and will probably stick around for a while. (Related, tragic note that undermines this entire essay: The patinated San Domenico ended up closing a couple of years ago. No one could have expected such a development. It moved to a different location 30 blocks south and now calls itself SD26. It's still a good place. Just not close enough.)

THE BARTENDER

The bartender should be a full-time employee, and almost always



OWNER TERRY RALEY (LEFT) AND BUSINESS PARTNER CEES BRINKMAN OF NASHVILLE'S HOLLAND HOUSE BAR AND REFUGE.

BY NATALIE BRASINGTON

guide TO THE BEST BARS]

rent
a stylish
meeting
place

P9
59

network
like
a pro
for less

P9
60

find
a behind-
the-bar
mentor

P9
62

woo
clients
with
green

P9
63



there. And the bartender should be a bartender. Tending bar should be his career. If after your fifth visit the bartender isn't asking you if you want the usual or just serving it to you, you have not found your place.

The bartender should buy you a drink every once in a while. He just should. If that's not happening, even if everything else is going smoothly, you don't have a place.

Also, aloofness is underrated. The best bartenders are vaguely disinterested. Renato, for instance. Great smile. Funny even. Not exactly chatty though. Bartenders who aren't all that communicative seem to be better at keeping your glass full.

It's important to start things off the right way. Considering it has the promise of being the first drink of many, your drink order should be something that may be prepared and more or less served between the time the bartender sees you walk in and the time you sit down. (This drink will be your drink from here on out. It should be chosen wisely. A beer. Or liquor in a glass. Cocktails are discouraged.)

The key is to not talk loud to the bartender, other people, yourself. And no oversharing. The bartender isn't your confidante or your therapist. Or even your friend. Or any of the people they pretend to be to get you to tip them.

Ask yourself: "Might I be the kind of person who gets denigrated to other patrons by the bartender right after I exit the bar?" If the answer is either yes or maybe, you will never have a place.

If you are particularly well-behaved, the bartender might shake your hand. If you get the handshake, be skeptical. And, until you've collected more information, remain skeptical. There are two kinds of bartender handshakes. There's the handshake that is meant to promote or reward tipping. And there's the handshake that means *you have made my shift more pleasant, thank you*. Since there is virtually no way to distinguish between them, the handshake is not a reliable barometer of anything, including whether or not you have found your place.

Looking the bartender in the eyes when you order helps with the relationship. Like, directly in the eyes. A lot of people don't do that.

Some people don't say "Thanks" either.

Speaking of other people: With any bar, there are people that have been considering the place *their* place for years before you started going there. At San Domenico, there was this guy who was there almost every night. He lived in the condo tower above the bar. He couldn't stand us. We didn't really like him either. It was a kind of mutual jungle impulse. But animosity from other patrons is no reason to move on. You just need to make sure the bartender likes you more. That's your goal—as delusional as it may be. Because if you invite business associates into a scene in which you are the most important person—a title silently bestowed upon you by the bartender and the bartender only—they will know it. Everyone will.

THE MEETING

Assuming all of the above is working in your favor, assuming the bar has become your place, then any meeting you have there will probably work itself out. It's helpful if it happens early, so you have a chance to sit or stand where you'd like. It's helpful if you don't drink too much before the other person gets there. Other than that, there's nothing more to do than drink the drink that you didn't have to order, poured by someone who doesn't mind having you around, all while sitting in a room that seems as familiar as your office.

Speaking of, if anyone knows a place...

ROSS MCCAMMON IS AN ARTICLES EDITOR AT ESQUIRE MAGAZINE.

THE best bar to...

SHOW OFF YOUR CLASSIC STYLE

THE LOBBY BAR

LOUISVILLE, KY.

Since 1923, Louisville's movers and Shakers have met for drinks—bourbon, of course—in the Lobby Bar of the Brown Hotel. The bar stocks more than 50 bourbons, lined up on the antique mirrored wood bar (not to mention a river's worth of scotches, ryes and whiskeys), and, yes, the bartenders know how to help you choose your perfect bourbon. Over a highball made with the state beverage, local business folks have talked horses and done deals here for decades.

Classics are classics for a reason, and the Lobby Bar's staid character makes it the meeting place when you want to lend a certain gravitas to your in-person conference. There are a few cozy high-backs around the piano, where some of the casual crowd gathers, but the majority of those who take a meeting here do so while seated in large leather chairs under the ornate painted ceiling of the landmark hotel.

Because the Brown is a bustling hotel in the heart of downtown Louisville, the crowd varies from the folks doing business with the big distilleries (nice gig) to UPS staffers and Southwest flight attendants (who get a discount at the bar with their ID). Tables in the corner are great for an interview or other private conversation. The bar stays open until 2 a.m., and you can order from the late-night hotel menu (or graze on bowls of Cheez-Its and bar snacks), so the Brown's Lobby Bar is also a place to take the team out for a celebratory cocktail after beating that killer deadline. —MARGARET LITTMAN

Order like a regular: A classic Manhattan.
Go: 335 W. Broadway; (502) 583-1234;
brownhotel.com/dining.htm



HANG WITH HIPSTERS

TEARDROP COCKTAIL LOUNGE

PORTLAND, ORE.

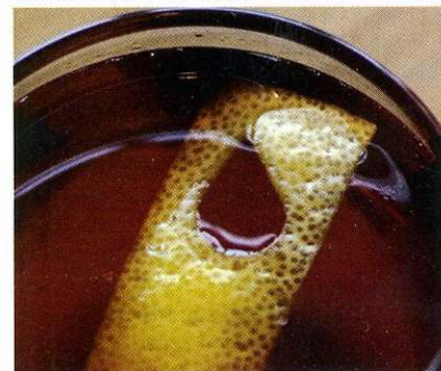
While Portland has its share of old-school, leather-and-oak business bars where you and your clients can talk serious shop, the city has also carefully nurtured its credentials in cool. Portland offers plenty of opportunities to impress, but Teardrop Cocktail Lounge is a top pick for a place to show off the city at its most with-it.

Located in the recently revamped and *über*-hip Pearl District on the north side of downtown, the Teardrop is an island of modernity in Portland's burgeoning sea of retro hipsterdom. Sleek and contemporary in design, with concrete walls hung with artwork or lit with a digital projector, the lounge has attracted a trendsetting crowd of regulars since its 2007 debut. The bar's aesthetic sensibility isn't limited to the décor, either; the menu is filled with some of the country's most imaginative culinary cocktails, many created by owner Daniel Shoemaker.

The atmosphere is mellow during early evening, making it a good time to chat with a client over a round of conversation-piece cocktails. Or head in after dinner when the place is coming alive and grab seats at the teardrop-shaped bar for people-watching. With a tasteful vibe and upscale drinks designed for grown-up palates, this is an ideal place to experience Portland at its barroom best. You'll burnish your business relationships without it appearing you're even trying—which, come to think of it, is what being hip is all about. —PAUL CLARKE

Order like a regular: Unfinished Business, a lightly bitter mix of Martin Miller's gin, French and Italian aperitif wines and boutique bitters.

Go: 1015 NW Everett St.; (503) 445-8109; teardroplounge.com



CELEBRATE A BIG WIN

THE CHANDELIER

LAS VEGAS

You don't have to be a 5-year-old girl to be attracted to sparkles. Case in point: The Chandelier, a glitzy bar inside the Cosmopolitan of Las Vegas. The 2 million beaded crystals draped around the three-story cocktail haven make it feel like you're sitting inside a chandelier.

Since the venue opened in late 2010, locals and visitors alike have flocked here to party with friends and celebrate big business wins. Turns out everything looks better behind a curtain that glimmers in the (artificial) light.

Granted, other attributes set The Chandelier apart from Vegas' many win-friendly bars. For starters, it's quiet. Most bars in this town never fully remove you from the constant ringing of slot machines, but The Chandelier's two upper levels float above the hubbub. The bar also offers privacy, especially on the second level, where several banquettes are built into nooks and crannies. One of the most sought-after spots in town? The ultra-secluded table that servers jokingly refer to as "jail."

Finally, of course, there are the cocktails. General manager Mariena Mercer, also the Cosmopolitan's head mixologist, has concocted an unparalleled menu of powerful potions. Each floor specializes in different types of libations. Her molecular gastronomy program revolves around creative garnishes—think freeze-dried raspberries—and drinks you can eat, like the Old Fashioned sorbet.

Patrons certainly appreciate all the attention to detail. Roger Snow, an executive at ShuffleMaster, a local casino supply company, has hit the bar many nights after inking a new customer. "We can indulge and feel like we're in our own world, yet still be in the middle of it all," he says. His take on The Chandelier's glitzy look? A "crystal octopus with a thousand tentacles."

Indeed, every celebration is better with sparkles. —MATT VILLANO

Order like a regular: Get the Verbena, a ginger and lemon margarita garnished with a "buzz button," a dried flower that makes your mouth salivate and heightens your taste sensitivity.

Go: 3708 Las Vegas Blvd. S.; (702) 698-7000; cosmopolitanlasvegas.com



BARTENDER
SCOTT
SOIFER AT
NASHVILLE'S
HOLLAND
HOUSE.

HIDE OUT IN WHEN BUSINESS GOES BAD

HOLLAND HOUSE BAR AND REFUGE

NASHVILLE, TENN.

When a deal falls through—whether it's because your prospective partner was a flake or the funding wasn't there—the last place you want to go is somewhere everybody knows your name. You want to go to a place dark enough that you can wallow, with a drink menu to take the edge off and a bartender skilled enough to craft whatever you want and serve it up with

discretion. A refuge, so to speak.

The word *refuge* is in the name of East Nashville's favorite bar and the country's best stop when things have taken a detour south, at least metaphorically. Opened in 2010, Holland House is a "cross between a saloon and a contemporary industrial bar," says owner Terry Raley. This is the kind of place that takes its cocktails seriously without taking itself too seriously.

The upscale, swanky environs are dark enough to give you some privacy

after a setback, but not depressing enough to make you feel like you've failed. And if you're not the kind to drown your sorrows solo, well, there's a good chance your next business partner—with a great, creative, only-in-Nashville kind of idea—is sitting on the next stool at the bar. —M.L.

Order like a regular: A Daisy, shorthand for the bar's bestselling Four Roses bourbon-based Daisy If You Do.
Go: 935 W. Eastland Ave.; (615) 262-4190; hollandhousebarandrefuge.com

QUESTIONABLE ACTIVITY

A quizmaster's guide to turning a trivial pursuit into the team-building event of your beer-drinking dreams

BY JOHN PATRICK PULLEN

I am a bar trivia expert. Over the last three years I've hosted more than 300 trivia nights in and around Portland, Ore. I know (without resorting to Google) the first U.S. president to die in office (Harrison) and the atomic number of chlorine (17). On the way to quiz mastery, I've also learned strategies, dos and don'ts for playing the game. Here are six tips to help your team score big, both socially and professionally—and to put an end to those mindless happy hour get-togethers.

- 1 MIX IT UP.** Draft teammates from the front office and the back warehouse for more varied brainpower. You know that office admin who won't stop talking about *The Amazing Race*? She just rocketed up the quiz depth chart.
- 2 DON'T BE A KNOW-IT-ALL.** If there's one thing brainiacs usually don't know, it's how to interact with people. You may be sure of an answer, but letting everybody contribute creates team (and workplace) goodwill. Overruled on an answer you're sure is correct? Lean back and enjoy a sip of your beverage. It's only a game.
- 3 SHOW SOME TEAM SPIRIT.** One team that regularly plays my quiz night brings a mascot along: a giant Barbie Pez dispenser. Barbie sits in the team's office all week waiting for trivia night, and takes up table space at the bar during the game. She's a conversation starter with non-players around the office and opponents at the quiz, improving morale in both locales.
- 4 CONSORT WITH THE ENEMY.** That snide pack of arrogant jerks who are your weekly trivia nemeses? They're probably not all that bad. One may be an investor with a venture capital company. Another could be looking to round out his Sunday golf foursome. Until you stop swearing at them under your breath and introduce yourself, you'll never know.
- 5 TALK IT OUT.** One night, the quizmaster asked for the name of Dan Akyroyd's character in *Ghostbusters*. My first thought was "Ray Chance," but I knew I was wrong, so I kept it to myself. A teammate and I puzzled it over for 20 silent minutes until he finally blurted out "Ray Stantz." I wish I had spoken up. Teammates, just like co-workers, help you perform better than you would alone.
- 6 WINNING ISN'T EVERYTHING.** Pub trivia is a lot of fun when you emerge victorious, but with the right team, bar and quizmaster, it should be enjoyable even if you lose. Look at quizzing as a few hours of cheap entertainment—not as a night of cutthroat competition. Fighting tooth and nail over Oscar Wilde's only novel (*The Picture of Dorian Gray*) can ruin team and office relationships. But laughing over the wrong answer will bring levity and lightheartedness to both the workplace and the watering hole.

NOMINATED PORTLAND'S BEST QUIZMASTER, JOHN PATRICK PULLEN WRITES FOR PUBLICATIONS LIKE *ENTREPRENEUR* AND *FORTUNE* BY DAY AND RUNS TRIVIA FOR PUB QUIZ USA BY NIGHT.

GET SOME WORK DONE

BOOKSTORE BAR

SEATTLE

Sometimes the home office is oppressively quiet, and the hissing roar of espresso machines makes working in a coffee shop a noisy ordeal. In downtown Seattle, one alternative to caffeinated quarters is to make the home-office-away-from-home the Bookstore Bar, in Kimpton's Alexis Hotel.

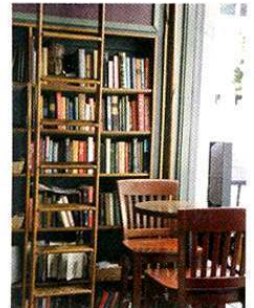
Known on the whisky circuit for its mighty selection of single malts, the Bookstore Bar also does bang-up business at night. But during the day, it's a placid (but not *too* quiet) place to set up temporary shop. The bar opens before noon, so there's plenty of time to crank through the to-do list before the after-work crowd amps up the volume. The décor is boozy bookworm, with scotch whisky ephemera and faded hardcovers throughout the room. The high ceiling and tall windows facing First Avenue give the bar ample natural light, even on Seattle's notoriously drizzly days.

The pub tables along the front windows are great for chatting with clients over Northwest microbrews. The book-lined alcove at the back offers a little more comfort and privacy when it's time to barrel through e-mails using the hotel's Wi-Fi (available for a fee, or at no cost with a free membership to Kimpton's InTouch Guest Loyalty Program).

Order a panini from the adjacent Library Bistro (the amiable bar staff will take care of it) and a hoppy IPA from the bar, which will make perusing spreadsheets during lunch a much more pleasant experience. When it's time to shift gears at the end of the day, grab a stool at the bar to sip a honey-hued Speyside malt and spend happy hour networking with the downtown business crowd, whose offices now appear much less fun than yours. —P.C.

Order like a regular: Go local with a Pike Kilt Lifter Scotch Ale, brewed a few blocks up the street, or tap into the bar's impressive whisky selection with a drop of smoky Bunnahabhain.

Go: 92 Madison St.; (206) 624-3646; librarybistro.com



RUB ELBOWS WITH A VC

TOM & JERRY'S

NEW YORK CITY

You won't find obnoxious "No cell phone" signs at Tom & Jerry's (aka 288 Bar). Over the last few years, the lovable dive bar in Manhattan's NoHo neighborhood has amassed quite a following among the twentysomething digerati, meaning iPads and smartphones are now standard table dressings.

Free Wi-Fi, homemade Chex mix and a binder of local take-out menus are among the on-the-record reasons why young social media mavens and entrepreneurs hang here (and, in the summer, the refreshing cucumber-lime cocktails are a big draw, too).

Naturally, this clientele also has attracted venture capitalists looking for the next Mark Zuckerberg, making T&J's our favorite bar in which to get an idea funded. Insider gossip suggests that dozens of funding deals—including some with more than six zeroes in front of the decimal point—have been hatched at the long mahogany bar. Of course that means many deals have been broken and smashed to bits, too.

"We're a comfortable neighborhood bar with no pretension," says Jo Janes, who opened the joint in 1993. "In that environment, anything is possible."

Consider happy hour. On most weeknights, the high-ceilinged bar swells with after-work crowds from companies such as Curbed, Foursquare, blip.tv and Gawker—all of which are located nearby. Conversation ranges from user experience to company valuation. Work types gather at a big table in the back, collaborating and peering into laptop screens.

Then, of course, there's John Carney, perhaps the most regular "regular" of them all. Carney runs the CNBC NetNet Wall Street blog and was former editor of Deal-Breaker and Clusterstock.com. While he won't dish funding specifics on these sites, he admits he conducted critical meetings at T&J's, and that the bar has been his office away from the office for some time.

"More relaxed than a conference room, less formal than a meal," he says of the vibe. We'll drink to that. —M.V.

Order like a regular: The Bee Stinger, made of sweet honey, bourbon and fresh lemon juice.

Go: 288 Elizabeth St.; (212) 260-5045



RENT A STYLISH MEETING SPACE

EASTERN STANDARD KITCHEN & DRINKS

BOSTON

This bustling American brasserie tiptoes the perfect line between work and play—high ceilings, inviting red banquettes and a cooing restaurant-length bar manned by some of the most skillful bartenders in the city. Not only do they know how to mix classics from a tasty Whiskey Smash to an elegant Pisco Sour, but spend a few extra minutes with your server and the history of each cocktail can be yours just for the asking.

Close proximity to Fenway Park and the adjoining Hotel Commonwealth has made the private room off the dining area a preferred spot for business meetings. The flexible space holds 18 when set up boardroom-style, with a full suite of amenities, including a drawdown screen, Wi-Fi and an iPod docking station. Close the doors and pull the curtains to maintain an air of privacy, or open them up to tap into the good energy flowing from the bar.

Red Sox brass and local pharmaceutical execs have held meetings here, but it's also where liquor-industry insiders choose to do business—including Pernod Ricard and William Grant & Sons (two of the top four drink conglomerates). Beverage execs aren't the only ones in the know. The private dining room also draws the city's top restaurateurs, who frequently leave the curtains open, making public any gossip that they're having lunch with a certain beverage person or a top-tier purveyor before launching a new dining spot.

Bar manager Jackson Cannon is known for the stellar beverage program here, so we recommend taking a pass on business-meeting traditional ice teas or Arnold Palmers. Instead, go for the array of very low- or no-alcohol selections. Our favorite? The Stormy Monday, made with ginger beer, spices, bitters and fresh citrus. "Though you know it's been a good meeting when they order a bottle of boutique champagne at the end," Cannon says. —CLARE LESCHIN-HOAR

Order like a regular: Get a "smash," the signature Whiskey Smash. They've sold 45,000 of them since opening in 2005.

Go: 528 Commonwealth Ave.; (617) 532-9100; easternstandardboston.com



NETWORK WITHOUT SPENDING BIG BUCKS

COPA D'ORO

SANTA MONICA, CALIF.

Step into Santa Monica's Copa d'Oro and it's obvious what matters: cocktails and conversation. For the first, a distinguished bar nearly as long as the room, accented by backlit displays of spirits and gleaming arrangements of fruits, vegetables and herbs. For the second, the absence of distracting screens; instead, a beat-driven soundtrack just loud enough to encourage lively chatter among the stylish late-twenty- and

early-thirtysomething regulars from the local startup scene.

The soft lighting and antique metal-wood-leather scheme makes Copa a winner on looks alone, but cash-conscious entrepreneurs will appreciate the bar all the more for its extended happy hour—5:30 to 8 p.m. Tuesday through Saturday and all night Monday—featuring \$5 cocktails, \$6 paninis and \$7 appetizers.

Copa is busy without the hassle, has a simple menu and is “quiet enough but still cool,” says Patricia

Handschiegel, serial entrepreneur and founder of Chic Market.

“Even if you can afford it, everyone loves a deal,” she says. “And I always try to keep my overhead as low as possible.” —JENNIFER WANG

Order like a regular: Let the cocktail-savvy bartenders serve up a just-for-you drink. Pick a spirit and customize with a selection of farmers-market-fresh ingredients.

Go: 217 Broadway; (310) 576-3030; copadoro.com



FIND A BEHIND-THE-BAR MENTOR

MARQUEE GRILL & BAR

DALLAS

You'll know you're chatting up the right guy when the advice headed your way is served from under a killer moustache and the cocktail in your hand has you reconsidering your plans for the rest of the day. Serious facial hair and inventive cocktails: It's all part of the signature style of serial entrepreneur and mixologist Jason Kosmas.

A former New Yorker, Kosmas moved to Dallas to take advantage of the city's move away from an insular, steakhouse-heavy restaurant scene toward one that's starting to get national attention.

"It's got more restaurants per capita than NYC, so the opportunity is, obviously, pretty great," he

says. Along with his business ventures up north—he still co-owns Manhattan cocktail emporiums/restaurants Employees Only and Macao Trading Co., as well as a non-alcoholic mixer company, EO Brands, with business partner Dushan Zaric—Kosmas recently joined Twomey Concepts as executive beverage director.

Multitask in Dallas by asking Kosmas for some business advice while patronizing Twomey's newly opened Marquee Grill & Bar. (And yes, that is *Top Chef's* Tre Wilcox running the kitchen.) You'll find Kosmas behind the bar on weekends and, most likely, mixing up ingredients on weekdays.

Kosmas' first rule of business: "Have your finger on the pulse of whatever you're doing," he says.



GET GREEN INSPIRATION

BROOKLYN BOWL

BROOKLYN, N.Y.

Save yourself. Save the planet. Don't even think of unleashing yet another overly Zen or yoga-rific bit of bland on the world.

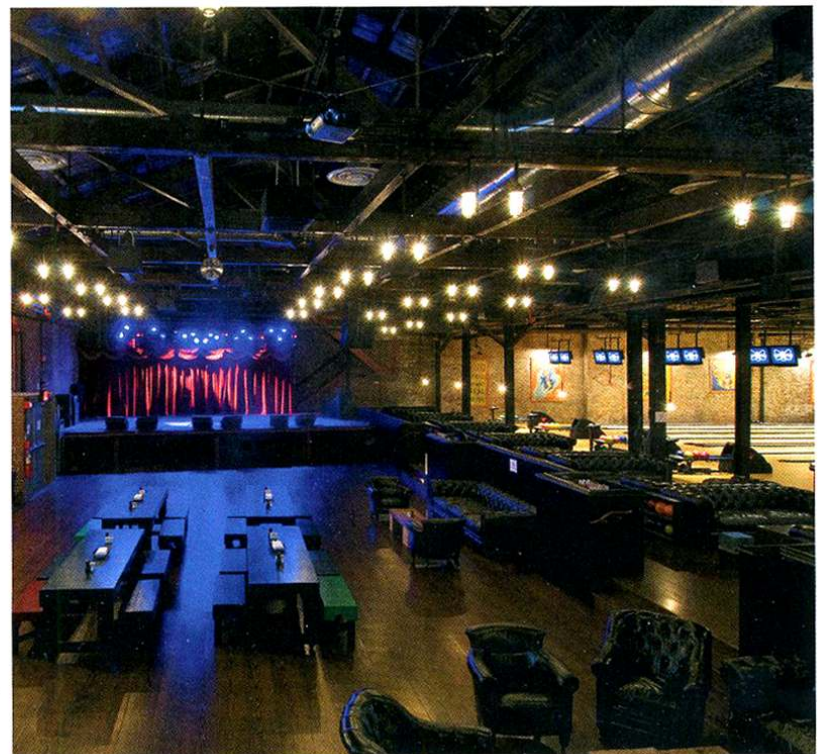
Seriously, if we see one more green design anchored by potted grass or aromatherapy candles we're going to hop into a gas guzzler and drive cross-country while tossing fast-food hamburger wrappers on the highway. But if you're really keen on launching green or want to woo investors, stop in at Brooklyn Bowl first for the right kind of inspiration. A 23,000-square-foot LEED-certified space, it's a gonzo fun blend of bar-restaurant-concert space and bowling alley.

Owned by longtime NYC nightlife entrepreneurs Pete Shapiro and Charley Ryan, the converted warehouse—now loaded with reclaimed wood and a drinks menu that celebrates truly local tap-only from-the-borough brews—delivers a solid lesson in what a green business should be. This isn't green that bowls you down and makes you feel bad about yourself. This is green done because the owners believe in it. Brooklyn Bowl is "the child of" The Wetlands, Shapiro's former concert space that, name and all, felt quite a bit crunchier than his Williamsburg-based business space.

Stop in for drinks, food, a show or—yes—some bowling, and you're guaranteed to get ideas to set your own eco-business apart. And should you bring potential investors along (and you should bring them along), they'll get LEED-certified envy over the business Brooklyn Bowl does every night. Discuss your plans while chowing on fried chicken served up by the Blue Ribbon-run kitchen (beware, it's addictive) and by the time you've finished pouring your first pitcher of Brooklyn Bowl Pale Ale, they'll want in on your newly altered eco-vision. The place is balls-to-the-wall good stuff. —J.S. **E**

Order like a regular: Go really local by ordering one of the beers brewed up by next-door-neighbor Brooklyn Brewery.

Go: 61 Wythe Ave.; (718) 963-3369; brooklynbowl.com



"Understand your consumer. That's why I'm still bartending—I have a direct in with the consumer."

When you're done with your mentoring session—keep it somewhat short, OK? The guy's got a beverage program to run—head out onto the bar's balcony. Housed in a 1930s art deco theater, the marquee-top balcony has quickly become one of the best networking shows in town. —JENNA SCHNUER

Order like a regular: Break the ice with Kosmas by asking him what he's been drinking lately.

Go: 33 Highland Park Village; (214) 522-6035; marquee grill.com