



**United for Prevention
in Passaic County**

Sponsored by: NJDMHAS

www.up-in-pc.org

Contact Us:

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**A training service for
alcohol beverage
servers**



QUOTES FROM STORE OWNERS

“As one of the largest spirit suppliers in the world, we have an obligation to teach them [bartenders] how to protect not only themselves but their customers as well.”

- Chris Patino, Pernod Richard USA

“While it’s so important for bartenders to be TIPS certified, it is equally important for bar owners to make sure that their staff are protected and that they protect their bar. Having an informed staff protects the bar from lawsuits and liability.”

- Julie Reiner, Bar Owner, Mentor

“I wanted to thank you on behalf of Howard and I for the TIPS training. We feel it was very helpful and has allowed us to implement some new policies based on learning’s from that day. It was also great to get some of our staff involved so they too can help provide a safer, more friendly environment for our patrons.”

- Artisan Kitchen & Bar, Hawthorne NJ

www.gettips.com

Health Communications Inc.



What is TIPS?

TIPS (Training Intervention ProcedureS) is a dynamic, skills-based training program designed to prevent intoxication, drunk driving, and underage drinking by enhancing the fundamental people skills of servers, sellers, and consumers of alcohol. TIPS helps individuals understand the difference between people enjoying themselves and those who are getting in trouble with alcohol.

How Does My Establishment Benefit?

Retailers who use TIPS benefit immediately by reducing risk and creating a safer, more responsible work environment.



How Can I Get My Staff TIPS Trained?

United for Prevention in Passaic County provides the TIPS program in-person for FREE under a state grant. Call us today to set up a training date!

Our mission is to create environmental change relating to substance abuse by promoting awareness, communication, and support for all county residents.



TIPS TRAINING CAN PROVIDE:

ADDED PROFESSIONALISM

- TIPS training enhances an establishment's public image and provides a common language for staff to use in assessing and handling alcohol-related incidents.

INSURANCE BENEFITS

- Many insurance companies provide discounts to establishments whose employees are TIPS certified.

LEGAL PROTECTION

- TIPS training provides a means of mitigating ABC violations, often resulting in lowered fines and a waiver of license suspensions.
- In liquor liability lawsuits, TIPS provides a "reasonable efforts defense."

PRACTICAL PRACTICES

- TIPS is proven to be a practical and effective method of reducing drunk driving, underage drinking, and property damage caused by intoxicated patrons.

SUCCESS STORIES



SERVER PENALTY WAIVED

In Michigan, an establishment was caught in a sting operation and faced a stiff penalty. Before going to court, the manager arranged for TIPS training for all of her employees. When the judge was informed that the employees had received TIPS training, he waived the server's fine and placed the establishment on probation for 6 months.



OVER \$100,000 SAVED IN FINES

In New Jersey, a national restaurant chain had incurred more than \$100,000 in ABC fines in the northeast region. The Regional Manager implemented TIPS throughout the region. In the next 12-month period, there was a violation in only 1 restaurant: the sole restaurant that was not TIPS trained.



DRUNK DRIVING ARRESTS DECREASED BY OVER 50%

During one summer in Edgarton, MA, police made over 60 DUI arrests. The town council voted to close all the bars 1 hour earlier in an effort to reduce the drunk driving problem. The retailers offered, as an alternative, to TIPS train every server for the next season. The number of arrests dropped by more than 50% the following year.