



WORD & BROWN 2020

ESSENTIAL Q4 COOKBOOK

Quick meals so you can get back
to quoting and enrolling.

Word&Brown®

Foreword

from **Jessica Word**

It's no secret that I love to cook. To me, gathering in a kitchen is the best way to tell the story of togetherness. Whether it is cooking with my Mom, or making cookies with my two children, to sharing stories and recipes with my friends and colleagues, it's a beautiful thing that speaks to the power of connection and community, and allows us to connect with each other and share a bit of ourselves.

I am so excited to bring to you this Word & Brown cookbook, especially during our craziest time of Q4. I hope you enjoy these recipes as much as I have!

Happy cooking and happy selling everyone!

— Jessica Word, Word & Brown President



FAMOUS
CHOCOLATE WAFER
NET WT 4 OZ (113g)
FAMOUS
CHOCOLATE WAFERS
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FAMOUS
CHOCOLATE WAFERS
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WORD & BROWN BREAKFAST

Breakfast is often described as the most important part of the day. So wake up, stretch those muscles, and check out these awesome recipes to get you ready for a full day of quoting, enrolling, and selling!

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NO DEDUCTIBLE DESSERTS

Desserts don't count toward calories in Q4, right?! That's what we're telling ourselves anyway. Scroll through our favorite dessert recipes to see what you want to make tonight!

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QUOTING, COCKTAILS, & MOCKTAILS

Q4 and cocktails (or mocktails) go hand-in-hand, which is why we provided you some of our go-to favorite recipes for a delicious drink to keep you hydrated during the busy season.

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CEREAL



Like most, I like the finer things in life, which is why my go-to recipe is a very involved, time-consuming breakfast, followed by a sugar rush.

— **Marc McGinnis**, Sr. Vice President Sales & Strategic Client Management

INGREDIENTS

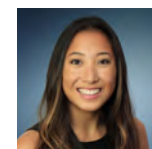
- 2 parts Honey Bunches of Oats® (or Cocoa Pebbles™ – depends on the mood)
- 2 parts milk

DIRECTIONS

1. **Serve** in bowl.
Serve with coffee.



LOADED AVOCADO TOAST



My absolutely favorite meal is breakfast, and this avocado toast is always the perfect morning meal, or

afternoon snack!

— **Julia Deutsch**, Sr. Events Manager

INGREDIENTS

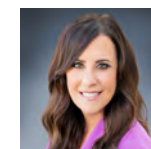
- bread of choice (I prefer sourdough)
- avocado
- salt
- pepper
- red pepper flakes
- lemon juice
- radish or radish microgreens
- Feta cheese
- pickled red onion
- egg (optional if you're feeling fancy)

DIRECTIONS

1. **Toast** the bread to your liking.
2. While it's toasting, **mash** $\frac{1}{4}$ of an avocado and **combine** with fresh ground salt & pepper, red pepper flakes, and a splash of lemon juice.
3. If you're feeling ambitious, make a fried egg, too.
4. Once the bread is toasted, **schmear** the mashed avocado on top. **Add** another shake of hot pepper flakes if you like your food spicy. Then **top** with radish (or radish microgreens if you have them!), feta cheese crumbles, and pickled red onion.
5. If you were ambitious, slide the egg on top.



PUMPKING PROTEIN CHAI TEA LATTE



I love Fall because I can finally bust out my pumpkin recipes! This is one of my favorites to get me going in the

mornings.

— **Michele Isaly**, Field Sales Director

INGREDIENTS

- 1 $\frac{1}{2}$ cups coconut milk (homemade or from a carton)
- 1 chai tea bag or loose chai tea
- 2 Tbsp. canned pumpkin
- 1 tsp. pumpkin pie spice
- pinch of Stevia
- $\frac{1}{2}$ tsp. vanilla extract (optional)
- $\frac{1}{2}$ scoop protein powder (optional)*

*Plain egg white powder and vanilla whey is a good substitute.

DIRECTIONS

1. In a small saucepan, **heat** the milk with the tea until very hot, but not boiling.
2. **Remove** from heat and steep for **5 minutes**.
3. **Pour** into a mini blender and add the pumpkin, spices, stevia, vanilla extract and protein powder, if using.
4. **Blend** for **5 seconds**.
5. Carefully **unscrew** the top.
6. **Pour** into a mug, and sprinkle with cinnamon.



MOM'S AMAZING MORNING ROLLS FOR ALL HOLIDAYS



This is my all-time favorite recipe. I used to make these with my Mom and now I get to make them with my

two children.

— **Jessica Word**, Word & Brown President

INGREDIENTS

- 1 set of frozen dinner rolls*
- 3.4 oz of butterscotch non-instant pudding mix (vanilla non-instant pudding mix optional)
- $\frac{1}{2}$ cup butter
- $\frac{3}{4}$ cup brown sugar
- 1 tsp cinnamon
- $\frac{1}{2}$ cup of golden raisins

* Usually found in the frozen aisle, in sets of 12. Do not use whole package, fill only until pan is $\frac{3}{4}$ high.

DIRECTIONS

1. On the night before, put frozen rolls in a Bundt pan and **sprinkle** with **3.4 oz** of butterscotch pudding mix.
2. **Melt** $\frac{1}{2}$ cup of butter and then **add** $\frac{3}{4}$ cup of brown sugar, **1 teaspoon** cinnamon, $\frac{1}{2}$ cup of golden raisins.
3. Once all above are combined, **stir** until sugar dissolves, then **pour** overrolls.
4. **Cover** with kitchen towel and let sit overnight.
5. **Bake** at **350°** for **30 minutes**, **let stand** for **5 minutes** and turn over on serving plate.
6. Serve warm and enjoy!

THE CLOSER!
AKA THE WB BROCCOLI SALAD!

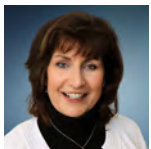
 This is the best broccoli salad you will ever have! It's truly easy to prepare and just as easy to eat! Goes great with any family BBQ entrée. My family and I have been enjoying this salad for many years, and is always a top request at the Pierce household.

— *Daniel Pierce, Regional Vice President, Inland Empire*

- INGREDIENTS
- 1-2 heads broccoli
 - 7 slices cooked bacon, crumbled
 - ½ cup red onion, chopped
 - ½ cup dried cranberries
 - 8 oz. cheddar, cut into very small chunks
 - 1 cup mayonnaise
 - 2 Tbsp. white vinegar
 - ¼ cup sugar
 - ½ cup halved cherry tomatoes
 - salt and black pepper

- DIRECTIONS
1. **Cut** the florets off of the washed broccoli and place them in a large bowl.
 2. **Add** the crumbled bacon, onion, dried cranberries if using, and cheese.
 3. In a small bowl, **combine** the remaining ingredients, stirring well.
 4. **Add** to broccoli mixture and **toss** gently. Salt and pepper to taste.

TOMATO-GARLIC BREAD AKA BRUSCHETTA

 Everyone who tries this recipe falls in love with it. It is so easy to make and is the perfect appetizer to any meal. I suggest finding the freshest tomatoes you can, preferably home grown! My colleagues at work love when I bring this in to share!

— *Jane Smith-Bowen, Director of Events Marketing*

- INGREDIENTS
- ½ basket cherry tomatoes, chopped
 - ½ bottle Italian dressing
 - 1 loaf French bread, sliced, fennel or anise (optional)
 - ½ red onion, chopped
 - butter
 - garlic salt or powder
- DIRECTIONS
1. **Mix** tomatoes, onion, and dressing together and marinate in the fridge for at least **2-3 hours**.
 2. **Melt** butter and sprinkle with garlic powder or salt.
 3. **Spread** on slices of French bread and broil until toasted.
 4. **Spoon** tomato mixture on and serve.

JALAPEÑO POPPER DIP/
STUFFED CHICKEN DINNER

 This is a dip everyone agrees on and enjoys. I also love a dish that is versatile and can be used in different ways. This is great pool-side dip, and can be turned into a dinner dish for later

— *Amanda Soto, Sr. Account Manager*

- INGREDIENTS
- 4 oz. softened cream cheese
 - ½ cup sour cream
 - ½ cup of grated Parmesan cheese
 - 1 cup shredded sharp cheddar cheese
 - 1 Tbsp. of garlic powder
 - 3 fresh jalapeños, seeded, roasted, and diced* (adjust to your preferred level of heat)
 - corn chips
 - thin layer of bread crumbs for the topping (optional)

- Additional ingredients to turn this into a dinner
- 2 large skinless chicken breasts
 - mayonnaise
- *You can also use one 4 ounce can of diced hot roasted jalapeños instead.

- DIRECTIONS
1. **Preheat** oven to **400° F**.
 2. In a mixing bowl, **mix** together cream cheese, sour cream, Parmesan cheese, cheddar cheese, garlic powder, and jalapeños.
 3. **For Dip:** **Pour** into an oven safe baking dish (like a small glass dish or a disposable baking tin that can go from oven to table) and top with thin layer of bread crumbs and Parmesan cheese. **Bake for 20 minutes. Serve** with corn chips.
 4. **For Dinner:** **Cut** a pocket into the chicken breasts. **Stuff** dip into pocket of chicken breasts. **Close** pockets with toothpicks. Slather mayonnaise on chicken breasts and coat with bread crumbs and Parmesan cheese. **Bake for 35 minutes.**



5-MINUTE AVOCADO
CILANTRO DRESSING

 I was looking for a simple replacement to bottled salad dressings. Plus, I love avocados! This is simple and very tasty.

— *Carol White, Director of Strategic Business Development*

- INGREDIENTS
- ½ avocado
 - ½ water*
 - 1 cup cilantro leaves and stems
 - 1 tsp. salt
 - ¼ cup Greek yogurt
 - 1 clove garlic
 - a squeeze of lime juice

*Use more water as needed to adjust consistency.

- DIRECTIONS
1. **Pulse** all ingredients in a food processor or blender until smooth.
- Can keep in fridge for 3-4 days max.



RESTAURANT-STYLE
SALSA

 You will love this easy-to-do-recipe. Less than 10 minutes to make and can go with your favorite Mexican dish or by itself with salty, delicious chips

— *Estela Vogel, Regional Sales Manager, Inland Empire*

- INGREDIENTS
- 1 can of diced tomatoes
 - 1 garlic clove
 - ½ white onion
 - 2 jalapeños
 - fresh lime juice
 - fresh cilantro
 - garlic salt
 - a pinch of black pepper

- DIRECTIONS
1. Coarsely **chop** onions, garlic, and cilantro.
 2. **Prepare** the jalapeños. Leave the seeds if you prefer it to be spicy.
 3. **Add** all your ingredients to the food processor. Also **add** a small squeeze of fresh lime and some garlic salt, seasoned to taste.

Keep it easy and quick for Q4 and let the machine do all the work! Enjoy!



STIR FRY



Stir fry has become one of my go-to recipes over the years, especially when I want something that is quick and easy, but still relatively healthy. And, you can make a lot to have leftovers for a couple additional emails, perfect for Q4!

— Heather Jung, Marketing, Sr. Marketing Traffic Administrator

INGREDIENTS

- 1.5 lbs. ground meat of your choice (pork, beef, chicken, turkey)
- 2 cups each of vegetables of your choice, sliced into similar size pieces*
- garlic
- ginger
- sesame oil
- soy sauce
- corn starch

DIRECTIONS

- 1. Add oil to your wok or pan and heat before adding meat. Depending on the type of meat you choose, you may need less than others. For example, pork and beef don't really need as much oil as chicken or turkey.
- 2. Add in the meat and cook until browned. Remove from wok and set aside.
- 3. If needed, add more oil to wok or pan (woks generally require less oil than a normal skillet type pan).
- 4. Add in garlic and ginger, cook until fragrant. Add in veggies. One thing to note, some veggies take a little longer to cook than others, so add those in first. For instance, eggplant takes more time than mushrooms. If you're using tofu, that takes practically no time to cook, so add that in last. Once all the veggies look nearly done, add the meat back in.
- 5. Add some soy sauce and sesame oil. I usually eyeball the amount, not

quite enough to cover the ingredients in the pan. A little of that goes a long way — it just adds a little flavor.

- 6. In order to thicken the sauce, I generally add a tablespoon or two of corn starch to a small bowl, then add in a little soy sauce just to create a slurry. Add to the pan and let heat for a few minutes to thicken.
- 7. Serve over rice or noodles.

*The great thing about this recipe is you can use whatever you have on hand or you like. Some great options include broccoli, eggplant, zucchini, green beans or long beans, mushrooms, or tofu.



SUNDAY MEATBALLS



One of my favorite “feel good” foods is my great-grandma’s meatball recipe. I grew up having an Italian family dinner every Sunday afternoon, and meatballs were always my favorite. I love having these frozen, so I can easily make a quick dinner, especially during 4th Quarter.

— Emily Crognale, Account Management Director

INGREDIENTS

- | | |
|-------------------------------------|-----------------------------|
| 1 lb. ground beef | 1 tsp. salt |
| 1 cup Italian-seasoned bread crumbs | 1 Tbsp. dried basil |
| 1 cup grated Romano cheese | 4 eggs |
| ¼ tsp. minced garlic | 1 cup water |
| | olive oil, to fry meatballs |

DIRECTIONS

- 1. Mix together all ingredients in a large mixing bowl. Mixture should be loose and wet.
 - 2. Roll into desired size meatballs.
 - 3. Heat olive oil in frying pan on medium heat.
 - 4. Fry meatballs in hot oil until fully cooked.
 - 5. Blot with paper towel to remove any excess oil.
- Meatballs can be enjoyed immediately or frozen for future use.



ONE PAN CAULIFLOWER “MAC” & CHEESE



This delicious recipe is a family-favorite. It's perfect when we are craving mac and cheese but without the pasta. Lower carbs and great taste!

— Michele Isaly, Field Sales Director

INGREDIENTS

- | | |
|------------------------------|--|
| 1 head cauliflower | ¾ cup freshly shredded cheddar cheese |
| salt | |
| pepper | 2 Tbsp. freshly grated Parmesan cheese |
| ¾ tsp. garlic powder | |
| ½ tsp. smoked paprika | parsley |
| 2 oz. cream cheese, softened | |

DIRECTIONS

- 1. Cut cauliflower into small florets.
- 2. In a large pot, boil 6 cups of salted water. Add cauliflower and boil for about 5 minutes or until tender. Drain.
- 3. Return cauliflower to the pot over low heat.
- 4. Add a pinch of salt and pepper, garlic powder, and paprika, and stir to coat. Stir in cream cheese, cheddar cheese, and Parmesan until melted and combined.
- 5. Remove from heat and garnish with fresh chopped parsley.
- 6. Serve immediately.

PAUL'S FAVORITE FANCY AND FAST WEEKNIGHT DINNER



This is the dinner that’s requested the most in my home – it’s everyone’s favorite, including the cook (me!). It is one of the easiest & fanciest weeknight meals you’ll ever make and can be completely ready in **30 minutes**. It is perfect for busy brokers on-the-go during Q4. It is healthy, lean, figure-friendly, seasonal (butternut squash – yum), and absolutely delicious. Best part? You can take a shortcut from Trader Joe’s and get the majority of the ingredients pre-cut, ready to go if you aren’t feeling up to the task of cutting your own.

Grab some salmon, some diced Brussels sprouts, some diced butternut squash, a red onion, and you’ll have dinner on your table in no time. I make this at least once a week! I usually start the butternut squash and Brussels right as I begin warming the cast iron for the salmon, so everything is ready at once.

Plate all three together – and voila! A weekend-feeling fine-dining restaurant quality meal, all in about **30 minutes**. You’ll be prepped for a rockin’ Q4!

— *Paul Roberts, Director of Education and Market Development*

SALMON FILET DINNER

DIRECTIONS

- 1. Preheat** oven to **425° F**
- If you have time, let salmon filets come to room temperature; they will cook faster and more evenly that way.
- Lightly coat** salmon with avocado oil* (olive oil will work in a pinch)
- Generously season** top of salmon filets with salt, pepper, a pinch of garlic powder, and a pinch of onion powder.
- Place** a cast iron skillet over medium high heat for **3-4 minutes** until drops of water sizzle & bead on the surface of the pan when you sprinkle them.
- When the water dries, **pour** 2 tbsp. of avocado oil* and swirl around the bottom of the pan evenly to coat. The oil will begin to smoke lightly after a moment or two.
- Place** salmon filets gently into skillet, up to 4 at a time – depending on the size of your skillet – make sure not to over crowd the pan. The filets should not touch. If using skin-on fillets (recommended), the skin side should be facing upward, with the salmon meat against the pan.
- Turn the burner up to a higher heat, and let the salmon **sear for 2-3 minutes** until a golden brown crust begins to form on the bottom edge of the meat. Once you see that, there’s no need to lift the salmon and check – the crust will continue developing in the oven. The less you disturb the salmon during cooking, the better.
- Do not turn** the salmon and **transfer** the whole skillet into the preheated oven. Let the salmon continue roasting in the oven for another **6-10 minutes**.

INGREDIENTS

- Boneless salmon filets, skin off or skin on (up to 4 per batch)*
- 2.5** Tbsp. avocado oil (olive oil can also work)
- $\frac{1}{8}$ tsp. garlic powder – eyeball it
- $\frac{1}{8}$ tsp. onion powder – eyeball it
- $\frac{1}{8}$ tsp. salt – eyeball it
- $\frac{1}{8}$ tsp. ground pepper – eyeball it

*I prefer skin on, about 6-8 oz. filets

- Once cooked, you can **cut** into the thickest part of a fillet with a sharp knife to make sure it’s done to your liking, though this is almost never necessary.
- Carefully **remove** skillet from oven using an oven mitt. The skillet will be hot and the oil will be sizzling!
- Remove** the filets from the pan carefully with tongs or a fish spatula, plate them crust-side up, and serve. If you’ve left the skin on, it will be crisp at this point. Skin off; the only crispy area will be that golden brown crust.

*Olive oil can be used, too, but it has a higher smoke point than avocado oil and can smoke in the oven.



SERVES 4

SAUTÉED CARAMELIZED BUTTERNUT SQUASH

INGREDIENTS

- 3** cups peeled, diced, butternut squash*
- 1** small red onion, chopped
- 1** Tbsp. extra virgin olive oil
- $\frac{1}{2}$ tsp. dried oregano (optional)
- $\frac{1}{8}$ tsp. onion powder (optional)
- salt & pepper

*Trader Joe’s sells this pre-cut, washed, and ready-to-go for on-the-go brokers! But, fresh is always best and is always in season during Q4!

DIRECTIONS

- While the cast iron skillet is warming for salmon, **heat** medium sized non-stick skillet over **medium heat**.
- Add** extra virgin olive oil to skillet and swirl until the oil begins to heat.
- Add** diced onions and sauté, **stirring** frequently for about **2 minutes**.
- Add** diced butternut squash, salt, pepper, and garlic powder (optional) into pan and **sauté**, stirring occasionally, for about **8-10 minutes**. The longer you sauté, the more golden & caramelized the squash gets. The smaller the dices, the quicker it’ll take to cook.



SERVES 4

SAUTÉED BRUSSELS SPROUTS

INGREDIENTS

- 1** pound trimmed and chopped Brussels sprouts*
- 1** small red onion, chopped
- 2** Tbsp. extra virgin olive oil
- $\frac{1}{2}$ tsp. salt
- $\frac{1}{4}$ tsp. black pepper
- $\frac{1}{2}$ tsp. garlic powder (optional)
- 1** tsp. balsamic vinegar (optional)

*Trader Joes’ also sells this pre-cut, washed, and ready-to-go for busy Q4 brokers! I prefer to trim mine myself for optimum freshness.

DIRECTIONS

- While cast iron skillet is warming for salmon, **heat** large pan over medium high for about **2 minutes**.
- Add** extra virgin olive oil to skillet and swirl until oil begins to heat (but before it starts smoking).
- Add** diced onions, and sauté, **stirring** frequently for about **2 minutes**
- Add** in chopped Brussels sprouts, salt, pepper, garlic powder (optional) into pan, and **sauté**, stirring occasionally for about **6-8 minutes**.
- Remove** the pan from heat – and serve.
- If using, **stir** in balsamic at the very end – the better balsamic you get, the better it will taste!



TACO BELL® ENCHIRITO



I always ordered an Enchirito at Taco Bell®. They have discontinued them once again. I found this recipe and it was a major hit with my family. It is much simpler than it looks and dinner is ready in no time.

— Carol White, Director of Strategic Business Development

DIRECTIONS

- 1. In a medium bowl, **combine** the ground beef with the flour, chili powder, salt, minced onion, paprika, onion powder, and garlic powder.
- 2. Use your hands to **thoroughly mix** the ingredients into the ground beef.
- 3. **Add** the seasoned beef mixture to the water in a skillet over medium heat.
- 4. **Mix** well with a wooden spoon or spatula, and break up the meat thoroughly as it cooks.

INGREDIENTS

- | | | |
|---|---|--------------------------------|
| 1 lb. ground beef | 1 10-oz. can La Victoria® red chile sauce | a pinch of garlic powder |
| 1 Tbsp. chili powder | 1 can sliced black olives (optional) | 1 16-oz. can refried beans |
| ½ tsp. dried minced onion | ¼ cup all-purpose flour | ¼ onion, diced (about ½ cup) |
| ¼ tsp. onion powder | 1 tsp. salt | 2 cups shredded cheddar cheese |
| ½ cup water | ½ tsp. paprika | |
| 10-12 small flour tortillas (fajita size) | | |

- 5. **Heat for 8 to 10 minutes**, or until browned. The finished product should be very smooth with no large chunks of beef remaining.
- 6. **Microwave** the beans for **a couple of minutes** on high. **Warm** the tortillas by wrapping them in a moist towel and microwave for **1 minute** on high.
- 7. **Spoon** about 3 tablespoons of refried beans down the center of each tortilla. **Spoon** 3 tablespoons of beef on top of the beans followed by a couple teaspoons of onion.
- 8. **Fold** the two sides of the tortilla over the beans and meat and carefully place in a microwave-safe casserole.
- 9. **Spoon** a couple tablespoons of red sauce over the top of the tortilla, then sprinkle on a couple tablespoons of the cheddar cheese. Repeat until casserole is full.
- 10. **Heat** up the dish for **2 minutes** in the microwave, until hot and the cheese on top begins to melt. Black olives on top. Garnish with sour cream and green onions, if desired.

SERVES 4

INSTANT POT MAC AND CHEESE



I spent more than 10 years trying to find a homemade mac and cheese recipe that my family would love but also didn't take me an hour to prepare. It's one of their favorite foods, so they're very picky about it. I've tried at least two dozen but nothing stuck. Until I stumbled upon this one!

— Tiffany Gorrell, Inside Sales Representative, Orange County

DIRECTIONS

- 1. **Pour** chicken broth and 1 pound of Cavatappi noodles into the Instant Pot. Top with butter, salt and pepper, and stir.
- 2. **Seal** the Instant Pot lid closed and press manual. Set the timer to **5 minutes** and make sure the seal is closed.
- 3. Manually **vent** after the pasta cooks and the timer goes off.
- 4. Once it is safe to open the lid, **pour** the evaporated milk and cheese over the pasta and stir until melted.
- 5. **Serve** warm.

INGREDIENTS

- | | |
|--------------------------|--------------------------------|
| 2 lbs. Cavatappi noodles | 3 cups shredded cheddar cheese |
| 4 cups chicken broth | 1 cup shredded Parmesan cheese |
| 3 Tbsp. butter | 5 oz. evaporated milk |
| ½ tsp. salt | |
| ½ tsp. pepper | |

Remember that the 5 minute cook time isn't the total cook time. It will take some time for your Instant Pot to come to pressure before the actual cook time begins.

Depending on how much liquid is in the pressure cooker, it can take **5 to 30 minutes**.



LEMONY MAPLE SWEET POTATOES



I got this recipe from my dear, sweet friend, Jennifer Garner, who sent it to me in PEOPLE® magazine in December 2010. I saved it to make for Thanksgiving the next year because I hate those gooey, marshmallow sweet potatoes people make for Thanksgiving. These are always a hit and so delicious!

— Karen DeFazio, Plan Maintenance Director

DIRECTIONS

- 1. **Preheat** oven to **375° F**.
- 2. **Toss** sweet potatoes with olive oil, salt and pepper in a large baking dish.
- 3. **Cook** until almost tender, **25-30 minutes**.
- 4. **Whisk** syrup and lemon juice in a small bowl.
- 5. **Remove** potatoes from the oven and drizzle ½ maple lemon mixture over potatoes.
- 6. **Stir** gently and return to oven; bake an additional **10 to 15 minutes** or until potatoes are golden brown.
- 7. **Remove** from the oven, **drizzle** with the remaining maple-lemon dressing and serve.



INGREDIENTS

- 2 lbs. sweet potatoes, peeled and cut into 1½ inch chunks
- 1 Tbsp. olive oil
- ½ tsp. salt
- ¼ tsp. black pepper
- 2 Tbsp. maple syrup
- 2 Tbsp. lemon juice



HOMEMADE GRANOLA



I am a health nut (see what I did there?), so I love making this quick and easy snack for me and my family. It's great for on-the-go type of snacking to keep you moving throughout the day

— Michele Isaly, Field Sales Director

INGREDIENTS

- 2 cups old fashion oats
- ¼ cup nuts of your choice*
- ⅓ cups coconut oil
- ½ cup honey
- 1 tsp. vanilla
- ½ tsp. cinnamon

*It's also good with raisins, cranraisins, sunflower seeds, flax seed — anything you like.

DIRECTIONS

- 1. **Mix** and spread on cookie sheet.
- 2. **Bake** in oven at **300° F** for approximately **12 minutes**, stirring occasionally. For a crunchier taste, bake longer.
- 3. Let cool and store in container.



SNICKERDOODLES



Who doesn't love a classic Snickerdoodle? This is my go-to cookie, especially during the holidays. I love making them for my entire family, especially my grandchildren and husband. Since my husband eats so many of these, I make 6 dozen at a time... that isn't overdoing it, right?!

— Karen DeFazio, Plan Maintenance Director

INGREDIENTS

- ½ cup butter or margarine, softened
- 1½ cups sugar
- 2¾ cups flour
- 2 tsp. cream of tartar
- 2 Tbsp. sugar
- ½ cup shortening
- 2 eggs
- 1 tsp. soda
- ¼ tsp. salt
- 2 tsp. cinnamon

DIRECTIONS

- 1. **Heat oven to 400° F**.
- 2. **Mix** butter, shortening, sugar, and eggs.
- 3. **Blend** in flour, cream of tartar, soda, and salt. **Shape** into balls.
- 4. **Mix** sugar and cinnamon and roll balls in mixture.
- 5. **Place 2" apart** on ungreased cookie sheet.
- 6. **Bake 8-10 minutes**, watching closely because ovens vary. Immediately remove from sheet.

RENE’S GRANNY SMITH APPLE PIE



Growing up my mom used to buy us frozen pies from the super market. Me and my brother’s favorite was always the Granny Smith Apple Pie kind, so one Thanksgiving I decided to give it a whirl and make it at home. This is a really simple recipe and it’s kind of amazing how it all comes together. This goes great with a scoop of vanilla ice cream.

— Rene Gonzalez , Compliance Associate

INGREDIENTS

- 2 frozen pie crusts*
- 6 medium Granny Smith Apples, peeled and sliced
- 1½ Tbsp. lemon juice
- ¾ cup brown sugar
- ½ raw sugar
- ⅓ cup all-purpose flour
- 1 tsp. ground cinnamon
- ½ tsp. ground nutmeg
- 1 egg

*I like using Trader Joe’s Pie Crusts for this recipe.

DIRECTIONS

1. **Place** one pie crust into a pie dish that is oven safe, making sure that the crust is even on all edges of the pie dish. Let the excess dough **hang** over the pie dish edges for now.
2. **Toss** together apple and lemon juice in a large bowl.
3. **Combine** brown sugar, sugar, flour, cinnamon, and nutmeg, sprinkle over apple mixture, and toss to coat.
4. **Spoon** ingredients into prepared pie crust.

5. **Place** second pie crust over toppings, so that it is distributed and covering the toppings evenly.
6. **Fold** bottom layer crust edges over the top layer crust edges and **crimp** with a fork.
7. **Cut** slits in top for steam to escape.
8. (Optional) **Combine** one egg and about a tablespoon of sugar in a separate container until ingredients are whipped together nicely. **Brush** the egg and sugar mixture evenly over the entire crust of the pie.

9. **Bake at 450° F for 15 minutes.** Reduce oven temperature to **350° F**, and bake **35 minutes**.
 10. Let it **sit** for about **20 minutes** once it’s done baking, so the ingredients can set.
- Enjoy!



This dessert is just delicious! I was a little intimidated having to make the lemon curd, but I was wrong – it is very simple and you can make it ahead (3-4 days in fridge). This recipe is easy to throw together when you have unexpected guests! Eat them while they are still warm.

— Carol White , Director of Strategic Business Development



LEMON CREAM CHEESE CRESCENTS



LEMON CURD

INGREDIENTS

- | | |
|------------------------------------|--|
| 4 large egg yolks | ⅓ cup fresh lemon juice (about 3 lemons) |
| ⅓ cup granulated sugar | 6 Tbsp. unsalted butter, room temperature* |
| 1 Tbsp. lemon zest (about 1 lemon) | |
| ⅛ tsp. salt | |

*You can use salted butter – just leave out the salt above.

DIRECTIONS

1. **Fill** the bottom pot of your double boiler with 1-2 inches of water. **Place** on high heat. Once the water begins to boil, **reduce** to low heat to keep the water at a simmer.
 2. **Place** egg yolks, sugar, lemon zest, lemon juice, and salt into the top pot of your double boiler.
 3. Using a silicone whisk, **whisk** until completely blended, then continue to whisk as the curd cooks. Constant whisking prevents the egg yolks from curdling.
 4. **Whisk and cook** until the mixture becomes thick, resembling the texture of hollandaise sauce, about **10 minutes**. If curd isn’t thickening, turn up the heat and constantly whisk.
 5. **Remove** pan from heat.
 6. **Cut** the butter into 6 separate pieces, then **whisk** into the curd. The butter will melt from the heat of the curd.
 7. **Pour** curd into a jar or bowl and **place** a piece of plastic wrap directly on top, so it is touching the top of the curd. (This prevents a skin from forming on top.) The curd will continue to thicken as it cools. Once cool, the plastic wrap can be removed.
- Refrigerate the curd for up to about 10 days.

INGREDIENTS

- 3 packages Pillsbury™ Original Crescent Rolls
 - 6 oz. cream cheese (room temperature)
 - 2 Tbsp. lemon curd
 - 1 tsp. lemon zest
 - 1 Tbsp. fresh lemon juice
 - 3 Tbsp. powdered sugar
- extra powdered sugar, to sprinkle

DIRECTIONS

1. **Preheat oven to 350° F** and line a large baking sheet with parchment paper.
2. In a mixing bowl, **combine** cream cheese, lemon curd, lemon zest, lemon juice, and 3 tablespoons of powdered sugar. **Beat** with a wire whisk until smooth.
3. **Unroll** crescent rolls and **separate** all 16 crescent triangles.
4. **Place** 1 tablespoon of the cream cheese mixture on the widest part of the triangle.
5. **Roll** crescent up beginning with the widest end and end with the narrow end underneath.
6. **Fill and roll** all 16 crescents and place on lined baking sheet.
7. **Bake** in preheated oven for **12-15 minutes** or until golden brown.
8. Allow crescents to **cool** for a **few minutes** and use a spatula and **move** them to a wire cooling rack.
9. **Sift** powdered sugar lightly. Best served warm

You can cut recipe in half.

THE CASTAWAY



This is one of my favorite go-to drinks on a warm day. An amazing cocktail with electrolytes!

— Jessica Word, Word & Brown President

INGREDIENTS

- 2 parts watermelon Vodka/Smirnoff
- 1 part coconut water

DIRECTIONS

- 1. Serve over ice.



DOLE WHIP MARGARITA



My family and neighbors had been hanging out and making margaritas. One day during the hottest day in Lake Elsinore, we decided to add some ingredients to our margaritas. This refreshing margarita reminds us of Dole Whip. We have been hooked ever since.

— Jessica Morrison, Large Group Supervisor

INGREDIENTS

- 1½ oz. of 1800® Ultimate Pineapple Margarita Mix
- fresh pineapple chunks
- 2 oz. of Malibu® Rum
- 1 cup of ice

DIRECTIONS

- 1. Add ingredients in a blender
- 2. Blend all ingredients together
- 3. Pour into a glass and enjoy

The ingredients can be adjusted to how strong you like to make your drinks



I couldn't pick just one recipe, so I am submitting two. These are my go-to drink recipes depending on the season.

— Krista Anderson, Executive Assistant to Jessica Word and Marc McGinnis



COCONUT CREAMSICLE MARGARITA

INGREDIENTS

- 2 oz. 1800® Coconut Tequila
- 1 oz. triple sec
- 1 oz. coconut water
- 1 oz. coconut milk or cream
- 1 oz. orange juice

DIRECTIONS

- 1. Mix together and enjoy!

For the rim, you can use honey and coconut flakes.



ICED PEAR (HARD) CIDER

INGREDIENTS

- 1 tsp. of brown sugar
- 1 shot of pear vodka

DIRECTIONS

- 1. Fill your glass with ice and apple cider
- 2. Garnish with pear slices and a cinnamon stick.

Tastes like fall in a glass!



WHISKEY SOUR



This is one of my most favorite drinks to make. I love the texture and the velvety finish. It is the perfect balance of sweet and sour.

— Missy Bynon, Marketing Director

INGREDIENTS

- 2 oz. bourbon
- ¾ oz. fresh lemon juice
- ½ oz. simple syrup
- ½ oz. egg white (optional)
- Garnish: Angostura® bitters

DIRECTIONS

- 1. Add all ingredients into a shaker and dry-shake (no ice).
- 2. Add ice and shake again.
- 3. Strain into a coupe glass.
- 4. Garnish with 3 or 4 drops of Angostura bitters.

Drinkware: Coupe Cocktail Glass



OLD FASHIONED



There's nothing like coming home after a long day at work and making yourself this craft cocktail. The best part is you can really make it your own, so change it up by trying different types of bourbon.

— Polly Neves, Executive Vice President, Marketing

INGREDIENTS

- 1½ bourbon (you can use rye whiskey if you prefer)
- 1 sugar cube
- 2 dashes Angostura® bitters
- few dashes plain water

DIRECTIONS

- 1. Place sugar cube in old fashioned glass and saturate with bitters.
- 2. Add a dash of plain water. Muddle until dissolved.
- 3. Fill the glass with ice cubes and add whiskey.
- 4. Garnish with orange slice, and a cocktail cherry.

Served: On the rocks; poured over ice

Drinkware: Coupe Cocktail Glass

Kitchen Conversions

SPOONS & CUPS

TSP	TBSP	FL OZ	CUP	PINT	QUART	GALLON
3	1	1/2	1/16	1/32	–	–
6	2	1	1/8	1/16	1/32	–
12	4	2	1/4	1/8	1/16	–
18	6	3	3/8	–	–	–
24	8	4	1/2	1/4	1/8	1/32
36	12	6	3/4	–	–	–
48	16	8	1	1/2	1/4	1/16
96	32	16	2	1	1/2	1/8
–	64	32	4	2	1	1/4
–	256	128	16	8	4	1

MILLILITERS

TSP	ML	OZ	ML	CUP	ML	OZ	G	LB
1/2	2.5	2	60	1/4	60	2	58	—
1	5	4	115	1/2	120	4	114	1/4
		6	150	2/3	160	6	170	—
TBSP	ML	8	230	3/4	180	8	226	1/2
1/2	7.5	10	285	1	240	12	340	—
1	15	12	340			16	454	1

GRAMS

OZ	G	LB
2	58	—
4	114	1/4
6	170	—
8	226	1/2
12	340	—
16	454	1

Notes

Happy cooking and happy eating!

If you made any of these recipes, let us know on social. Tag us and include **#q4cookbook** with your post.

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