



Sales Meeting

Friday, January 12th, 2018
**Please silence your cell phones*

- Are your checks in Janet's basket? Is your cash turned in to Beth?
- Weekly sales review
- Work with schedule
 - Work with itinerary form
- Incentives
- Inventory - OOS, eta's, new glass pours, depletion increases
 - Ascent Wines
 - Pricing changes
- Upcoming important dates to remember
 - Tonight - Glunz Christmas Party at Cindy's rooftop deck 600 N LSD, Chicago
 - PLEASE have a designated driver, Uber, taxi, train, or plan on staying downtown.
 - Sunday, January 28th - D'Vine Affair, Monday, January 29th - Grand Tasting
 - Dry Creek Blitz - May 8th, 9th, 10th, Cubs game May 11th!!!
- Grand Tasting invites were mailed last week
 - Hugely important that every customer knows about the Grand Tasting
- New Sangria can pricing - Joe Jr
- Off-premise update - Dustin
- Weekly success stories
- Six sales reps moved up on the base pay grid!!!
- Two members of the Million Dollar Club
- Blind tasting - Joe Bonk
- Break 10:30
- Skype with Janell Dusi and Bill Grant of J Dusi Wines- 10:45
 - 2016 J Dusi Pinot Grigio
 - 2015 J Dusi Model M
 - 2015 J Dusi Zinfandel
 - 2015 J Dusi The Don
- Taste 2 line extensions from Indigo
 - 2017 Rustenberg Chenin Blanc
 - 2014 Groot Constantia Merlot
- Taste new vintages
 - 2016 Prinz Salm Two Princes Riesling
 - 2016 Peirano Chardonnay
 - 2016 Peirano Malbec
 - 2016 Peirano Petite Sirah
 - 2016 Katherine Goldschmidt Cabernet
 - A/R's