



Sales Meeting

Friday, January 19th, 2018

**Please silence your cell phones*

- Are your checks in Janet's basket? Is your cash turned in to Beth?
- Weekly sales review
- Introduction of Glenn Faulk, On-Premise Specialist
- BRIEF review of the Glunz Christmas party
- Work with schedule
 - Alberto Lataliste
 - Rick Karachun, Burgess
- Incentives
- Inventory - OOS, eta's, new glass pours, depletion increases
 - Ascent Wines
 - Delize and Spain should be arriving next week
 - White Sangria cans are in!
- Upcoming important dates to remember
 - 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
 - Hugely important that every customer knows about the Grand Tasting
 - Volunteers for D'Vine Affair, pourers for Grand Tasting
 - Grand Tasting catalog review
- Off-premise update - Dustin
- Damaged/corked bottle return procedure
- AR short pay resolution
- Weekly success stories
- SHORT BREAK - 10:30
- Blind tasting - John Tuohy - 10:40
- Taste
 - 2016 Glunz Edna Valley Chardonnay
 - 2015 Glunz Zinfandel Reserve
 - 2016 Glunz Zinfandel Dusi Vineyard
 - 2015 Glunz Cabernet Sauvignon Paso Robles
 - 2015 Glunz Cabernet Sauvignon Reserve
 - 2014 Glunz Wells and Division Red Blend
- Samples and sales sheets for next week's work with
 - Sandy - Neal Sachmen
- Coravins
- AR's
- Tasting Committee