



Sales Meeting  
Friday, January 26th, 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
- Incentives
  - New incentives for February!
  - Portlandia and Bivio (sales sheets)
- Inventory - OOS, eta's, new glass pours, depletion increases
  - Delize and Spain will be arriving next week
- 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
  - Does every one of your customers know about the Grand Tasting?
  - D'Vine Affair and Grand Tasting table assignments
  - Grand Tasting catalog review
- Break - 11:00
- Off-premise update - Dustin - 11:15am
  - Broadside at Whole Foods?
- Returning Glogg thermoses CLEAN
- Weekly success stories
- Blind tasting - Suzzie
- Bivio Prosecco deals!
- Elizabeth Spencer
  - No 2017 Cabernet made due to the wildfires. Do not make new placements. No Cabernet until 2020 (2018 vintage)
  - Sauvignon Blanc sales down over 100 cases 2017 to 2016
    - Fig and Olive, Whole Foods Huron, Potash, Wine Goddess, University Club
  - Group sample pull for Sauvignon Blanc - Paid for by Elizabeth Spencer
  - 1 on 5 from \$120 = \$100/case \$8.33/bottle on Sauvignon Blanc! Now thru March 31st
  - Elizabeth Spencer Grenache - \$180 BTG \$15/bottle! (ordering more)
    - 2016 Elizabeth Spencer Sauvignon Blanc
    - 2016 Elizabeth Spencer Grenache
- Samples and sales sheets for next week's work with
  - Alejandra Naranjo - Joe Sauter
  - Patrick Besson-Leaud, La Croix de Saint Jean - Sandy, Vanessa, Jamie, Leo
- Coravins
- AR's