



Sales Meeting

Friday, January 5th, 2018

**Please silence your cell phones*

- Are your checks in Janet's basket? Is your cash turned in to Beth?
- December sales review
- Weekly sales review
- Work with schedule
- Incentives
 - New incentives started Jan 1st
 - Yoeman incentive winners
- Inventory - OOS, eta's, new glass pours, depletion increases
- Upcoming important dates to remember
 - Friday, January 12th - Glunz Christmas Party at Cindy's rooftop deck 600 N LSD, Chicago
 - Get your song picks onto the GoogleDoc!!!
 - **YOU MUST RSVP TO GET YOUR NAME ON THE LIST AT THE DOOR!**
 - Sunday, January 28th - D'Vine Affair
 - Monday, January 29th - Grand Tasting
 - Dry Creek Blitz - May 8th, 9th, 10th, off-site event May 11th
- Changes at V2/Wine Creek
 - V2 - Torbreck, Coeur Clementine, Vindicated
 - Wine Creek - LaFollette and Quivira
 - Irene Lozach new Wine Creek supplier rep for Wine Creek
 - Bouchaine on its own
- Grand Tasting invites were mailed this week
 - Abby has extra in her office
- Weekly success stories
- Blind tasting - Joe Sauter
- Break - 10:30
- Guest
- Linda Davis, Indigo - 10:45
 - New incentives for 2018
 - New focus for 2018
 - New Robertson App
- Taste -
 - 2016 Pedroncelli Sauvignon Blanc
 - 2015 Hungry Blonde Chardonnay
 - 2015 Avancia Mencia Cuvee de "O"
 - 2014 Tait Ball Buster
 - 2015 Bodega Garzon Tannat
- A/R's and W2's