



Sales Meeting

Friday, February 16th, 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 "Wine Wall" incentive
- Inventory - OOS, eta's, new glass pours, depletion increases
- Off-premise update - Dustin
- Weekly success stories
- Blind tasting - Leo 10:00
- Break - 10:15
- Taste
 - 2015 Oronta Chardonnay
 - 2015 Oronta Rose
 - 2016 Txomin Etxaniz Rose
 - 2017 La Vie en Rose
 - 2017 Royal Provence Rose
 - 2017 Painted Wolf Chenin Blanc
 - 2015 Downes Family Sanctuary Peak Sauvignon Blanc
 - 2016 Nisia Las Suertes
 - 2015 Black Pearl Red Blend
 - 2015 El Chaparral
 - 2015 Pedroncelli Mother Clone Zinfandel
 - 2016 BCS Bull by the Horns Cabernet Sauvignon
 - Alvear Medium Dry
 - Alvear Fino
- Guest - John Butera, Butera Family Imports - 11am
 - La Farra Prosecco
 - 2016 Azienda Agricola Celli Albana Secco "I Croppi"
 - 2013 Azienda Agricola Celli Sangiovese di Romagna Superiore "Grillaie" Reserva
 - 2013 Pietro Beconcini Chianti Reserva
 - 2015 Pietro Beconcini IXE Tempranillo
 - 2015 Pietro Beconcini Maurleo
 - 2011 Pietro Beconcini Reciso
 - 2014 Tenuta Cavalier Pepe Greco di Tufo
 - Tenuta Cavalier Pepe Irpinia Coda di Volpe
 - 2012 Tenuta Cavalier Pepe Irpinia Aglianico

- Samples and sales sheets for next week's work with
 - Peter Wille, Valley of the Moon and Lake Sonoma - Jason and Stephen
 - Dani Heidel, Enotech - Jamie and Joe Sauter
 - Linda Davis, Indigo - Dustin
- Coravins
- A/R's