



Sales Meeting

Friday, February 2nd, 2018

**Please silence your cell phones*



- Are your checks in Janet's basket? Is your cash turned in to Beth?
- Monthly sales review
- Weekly sales review
- Work with schedule
 - Peter Wille, Feb 22nd
- Incentives
- Inventory - OOS, eta's, new glass pours, depletion increases
 - St Tropez Water/Allen Walker Collection - Robert Shive
- Grand Tasting review
 - Grand Tasting shared doc - Abby
- Off-premise update - Dustin
- Weekly success stories
- Valentines Day
- Blind tasting - Greg
- Break 10:30
- Guest - Patrick Besson-Leaud, La Croix de Saint Jean - 10:45
 - 2015 La Croix de Saint Jean Cuvee Michael
 - 2013 La Croix de Saint Jean Lo Mainatge AOP Minervois "The Child"
 - 2014 La Croix de Saint Jean Lo Paire AOP Minervois "The Father"
- Guest - Rick Karachun, Burgess Family Cellars - 11:15
 - New incentive kickoff
 - 2015 Burgess Chardonnay
- Taste new Mirabeau wines
 - 2017 Mirabeau Classic
 - 2017 Mirabeau Pure
 - 2017 Mirabeau Etoile
- Taste
 - 2017 Barrel sample Left Coast Cellars White Pinot Noir
 - 2015 Ellen Redding Pinot Noir (possible new wine from Patrick McNeil)
- Taste new potential wines from Cabernet Corp
- 2017 Berton Vineyards Metal Label Chardonnay
- 2016 Berton Vineyards Metal Label Cabernet Sauvignon
- 2016 Berton Vineyards Metal Label Shiraz
- NO WORK WITHS NEXT WEEK! SELL THE GRAND TASTING DEALS!!!!
- Coravins
- AR's