



Sales Meeting

Friday, February 23rd, 2018

**Please silence your cell phones*

- Are your checks in Janet's basket? Is your cash turned in to Beth?
- Weekly sales review
 - Final days of Grand Tasting pricing!!!
 - Peirano price increases April 1st
- Work with schedule
- New Union contact - Brian Altomari
- Lake Sonoma Alexander Valley and Sonoma County Cabernet
- Incentives
 - First Wine Wall Winner!
- Inventory - OOS, eta's, new glass pours, depletion increases
 - 2015 Pedroncelli Mother Clone Zin is VO.
- Off-premise update - Dustin
- Review of Joe's trip to France - Joe Jr
- Weekly success stories
- Blind tasting - Susan
- Break - 10:30
- Taste
 - 2015 Fidelity "Railyard" Zinfandel
 - 2008 Spring Mountain Syrah
 - 2007 Spring mountain Syrah
 - 2008 Spring Mountain Cabernet
 - 1998 Spring Mountain Cabernet
- Mirabeau presale samples - 8 bottles of each available
- Samples and sales sheets for next week's work with
 - Kevin Piacentini - Sandy and Sauter
- Coravins
- A/R's