



Sales Meeting

Friday, February 9th, 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
- Inventory - OOS, eta's, new glass pours, depletion increases
- New BTG price for Lake Sonoma Pinot Noir - \$156!!!
- Cain - Joe Glunz Jr
- Price increases
- The work with schedule is live on the website
 - You can print it yourself
- Off-premise update - Dustin
- Weekly success stories
- Valentine's Day
- Break 10:15
- Blind tasting - Leo
- 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
- NO WORK WITHS NEXT WEEK! SELL THE GRAND TASTING DEALS!!!!
- Coravins
- AR's