



Sales Meeting

Friday, March 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
- Incentives
- By the glass sheets
- Contacting the office before Thursday
- Inventory - OOS, eta's, new glass pours, depletion increases
- Price increases
 - Vigneti
- Weekly success stories
- Taste
 - Bivio Slim Prosecco
 - Bivio Rose Sparkling Wine
- Break - 10:15
- Guest - Kevin Piacentini - 10:30
 - 2014 Valley of the Moon Chardonnay
 - 2013 Valley of the Moon Pinot Noir
 - 2016 Goldschmidt Katherine's Cabernet Sauvignon
 - 2014 Forefather's Lone Tree Cabernet Sauvignon
- Guest - Brian Altomari, Union Wine Co - 11:00
 - Preview of 2018
 - Pricing changes
 - Meet and Greet 3/14/2018 at AceBounce Ping Pong Bar
- Guest - Neal Sachman, Pacific Highway - 11:30
 - New Cleaver incentive
 - Spot appointments
- Samples and sales sheets for next week's work with
 - Michele di Gregorio, Tenuta Cavalier Pepe - Chelsea, Stephen
 - Linda Davis, Indigo - Vanessa, Marilyn, Joe Sauter
 - Katie Hahn, Bronco - Jason, Sandy, Leo
- Coravins
- A/R's