



# Sales Meeting

Friday, March 23rd, 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
  - o Mirabeau launch Monday, April 2nd, Smith and Wollensky
  - o Kyle Price from Maryhill - April 18th, 19th, 20th
  - o Gregg Mutschler, Vinadeis - Incentive
  - o Sunday, April 22nd, Binny's Vin Expo
- Incentives
- Inventory - OOS, eta's, new glass pours, depletion increases
  - o Viu Manent
- Shipping cases of cans
- Price increases
  - o Peirano
  - o Cru
  - o LaFollette
  - o Cabernet Corps
  - o Quivira
- Cycles Gladiator Pinot Noir in cans
  - o New price!
- 2016 Portlandia Rose - New price for 3 case stacks!
- Dry Creek Blitz - Evening wine dinners/events
- Weekly success stories
- Taste -
  - o 2017 Txomin Etxaniz
  - o 2011 Domaine Michel Caillot Bourgogne Blanc Les Herbeux
  - o 2015 Rio Mazos
- Blind tasting - Joe Glunz Jr
- Break - 10:45
- Guests - Joe Shebl and Heather Price, Renwood, Neal Sachman, Pacific Highway - 11am
  - o 2015 Renwood BBQ Zinfandel
  - o 2015 Renwood California Red Label Zinfandel
  - o 2014 Renwood Premier Old Vine Zinfandel
  - o 2015 Renwood Fiddletown Zinfandel
  - o 2012 Renwood Grandpere Zinfandel
  - o 2015 Renwood The Cleaver
- Indigo and Union POS, shelf-talker holders
- Coravins
- Samples and sales sheets for next week's work with
  - o Michael Keenan - Jamie, Susan, Vanessa/Leo
  - o Magnolia Ramos, Cabriz and Grilos - Dustin, Jason
- A/R's
- Lunch provided by Renwood!!!