



Sales Meeting
Friday, March 30th, 2018
**Please silence your cell phones*



- Weekly sales review
- April goals are completed and will be sent
- Work with schedule
 - Mirabeau launch Monday, April 2nd, Smith and Wollensky
 - Gregg Mutschler, Vinadeis - Incentive
 - Kyle Price from Maryhill - April 18th, 19th, 20th
 - Sunday, April 22nd, Binny's Vin Expo
- Incentives
 - New incentives
 - The Cleaver
 - Robertson Winery Range off-premise
 - Torbreck and Tumi Luggage incentive
- Inventory - OOS, eta's, new glass pours, depletion increases
 - Need to close out the following:
 - Viu Manent
 - All Allen Walker/St Tropez Water
 - Garnacha de Fuego Rose
- Reminder - Short 2 drivers, short in warehouse
- The Cleaver is being received at Whole Foods!
- Park Ridge Mariano's
 - First store to be "Krogerfied"
 - Lost Cycles and Dry Creek
 - Everything else at that store was retained (Underwood, Sangria, Volver, La Cana)
- Cycles Gladiator Pinot Noir in cans
 - New price!
- 2016 Portlandia Rose - New price for 3 case stacks!
- Mirabeau sales sheets
 - Items are in encompass
 - Sales sheets are being emailed and are on website
 - Items are added to BTG sheet updated on website
- Dry Creek Blitz - Evening wine dinners/events
- Weekly success stories
- Coravins - Who currently has one?
- Samples and sales sheets for next week's work with
 - Stephen Cronk, Mirabeau - Jamie and Vanessa
 - Gregg Mutschler, Vinadeis - Stephen, Sandy, Leo
- Letter from Marilyn
- A/R's will be emailed
- Have a Happy and safe Easter!!!!

