



Sales Meeting

Friday, April 13th, 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 Sunday, April 22nd, Binny's Vin Expo
 - o Be sure you are making appointments and getting buyers excited for the Dry Creek Blitz now!
- Incentives
- Inventory - OOS, eta's, new glass pours, depletion increases
 - o Close outs from now until the end of fiscal on the way!
 - o Need to close out the following
 - Viu Manent
 - Allen Walker/St Tropez Water
 - 2015 Chateau Ribaute Rose
 - 2016 Coeur Clementine Rose - BOGO off list!
 - 2016 Garnacha de Fuego Rose
- Underwood/Cycles/Sangria can racks
- Synching orders
- Brief recap of off-site management meetings - Joe Glunz Jr
- Weekly success stories
- Break - 9:45
- Guest - Katie Hunt, Cru Winery - 10:00
 - o 2015 Cru Unoaked Chardonnay Arroyo Seco
 - o 2014 Cru Chardonnay Montage Monterey
 - o 2014 Cru Pinot Noir Montage
- New Supplier Kickoff!!!
- Guest - Isabelle Meunier, Lavinea - 10:30
 - o 2015 Lavinea Chardonnay Lazy River
 - o 2015 Lavinea Pinot Noir Lazy River
 - o 2015 Lavinea Pinot Noir Nysa
 - o 2015 Lavinea Pinot Noir Temperance Hill
 - o 2015 Lavinea Pinot Noir Elton
- Samples and sales sheets for next week's work with
 - o Bill Grant and Janel Dusi, J Dusi Vineyards - Jason, Sandy, Bonk, Jamie, Leo, Susan
 - o Kyle Price, Maryhill - Dustin, Stephen, Glenn
- A/R's
- Lunch provided by Lavinea!!!!