



Sales Meeting

Friday, April 20th, 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
 - Sunday, April 22nd, Binny's Vin Expo
 - Be sure you are making appointments and getting buyers excited for the Dry Creek Blitz now!
 - Goats Do Roam Blitz - Need to start booking dinners and tastings now!
- Incentives
- Inventory - OOS, eta's, new glass pours, depletion increases
 - Close outs from now until the end of fiscal on the way!
 - 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 - BOGO off list!
- Cans from other companies are on the way - Dark Horse
 - New off premise Underwood can promotion
- Weekly success stories
- New suppliers
 - Seaview Imports
 - Raptor Ridge
- Blind wine - Jamie
- Break - 10:15
- Guest - Kyle Price, Maryhill - 10:30
 - 2016 Maryhill Albarino
 - 2016 Maryhill Viognier
 - 2016 Maryhill Chardonnay
 - 2017 Maryhill Rose of Sangiovese
 - 2013 Maryhill Winemaker's Red
 - 2013 Maryhill Cabernet Sauvignon
- Guests - Janell Dusi and Bill Grant, J Dusi Vineyards
 - 2016 J Dusi Pinot Grigio
 - 2016 J Dusi Model M Red Blend
 - 2016 J Dusi Zinfandel Dante Dusi Vineyard
 - 2015 J Dusi The Don Red Blend
- Samples and sales sheets for next week's work with
 - Tom Garrett, Detert - Joe Sauter, Susan
 - Bertus Fourie, Indigo - City team
- A/R's