



Sales Meeting

Friday, April 27th, 2018
**Please silence your cell phones*

- Are your checks in Janet's basket? Is your cash turned in to Beth?
- Sample bottles
- Weekly sales review
- Communication
- Work with schedule
 - o Be sure you are making appointments and getting buyers excited for the Dry Creek Blitz now!
 - Reminder - Friday, May 11th at Wrigley Field!!!!!!
 - o Goats Do Roam Blitz - Need to start booking dinners and tastings now!
- Incentives
 - o Bouchaine incentive extended
 - o Group sample pull - Need to show Bouchaine some LOVE
 - o Sangria incentive!
 - Get all stacks set up BEFORE Cinco de Mayo
- Inventory - OOS, eta's, new glass pours, depletion increases
 - o Need to close out the following
 - Viu Manent
 - Allen Walker/St Tropez Water
 - 2015 Chateau Ribaute Rose \$74
 - 2016 Chateau Ribaute Rose
 - 2016 Coeur Clementine Rose - BOGO off list!
 - 2016 Garnacha de Fuego Rose - BOGO off list!
- More closeouts on the way!
- Cans from other companies are on the way - Dark Horse
- Weekly success stories
- Blind wine - Vanessa
- Break - 10:30
- Guest - Thomas Herrity, V2 - 10:45
- Guest - Bertus Fourie, Barista Winemaker - 11:00
 - o 2017 Barista Pinotage
- Guest - Augie Sievers, Cabernet Corp, Berton Kickoff - 11:20
 - o 2017 Berton Vineyard Metal Sauvignon Blanc
 - o 2017 Berton Vineyard Metal Chardonnay
 - o 2016 Berton Vineyard Metal Cabernet Sauvignon
 - o 2016 Berton Vineyard Metal Shiraz
- Samples and sales sheets for next week's work with
 - o Max Erlwein, Casas del Bosque - Dustin and Glenn
 - o Irene Lozach, Wine Creek - Jason, Vanessa, Sandy, Dustin - 8 bottles
 - o Juan Muga - Stephen, Greg, Jamie - 8 bottles
- A/R's