



Sales Meeting

Friday, April 6th, 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 Kyle Price from Maryhill - April 18th, 19th, 20th
 - o Sunday, April 22nd, Binny's Vin Expo
- Incentives
 - o New incentives
 - Robertson, Torbreck, Broadside, Stephen Vincent, Cycles, Sea Monster, Vinadeis, Cru
- Inventory - OOS, eta's, new glass pours, depletion increases
 - o Spanish container update
 - o Need to close out the following
 - Viu Manent
 - Allen Walker/St Tropez Water
 - Chateau Ribaute Rose 2015
 - Garnacha de Fuesgo Rose 2016
- Cycles Gladiator Pinot Noir in cans
 - o New price!
- 2016 Portlandia Rose - New price for 3 case stacks!
- Underwood/Cycles/Sangria can racks
- Mirabeau sales books
- John Wardzala
- Weekly success stories
- Blind tasting - Jason
- Taste
 - o 2015 Domaine St Patrice Cotes-Du-Rhone
 - o 2015 J. Denuziere Crozes-Hermitage
 - o 2015 J. Denuziere Saint-Joseph
 - o 2015 J. Denuziere Cornas
 - o 2015 Domaine St Patrice Chateauneuf-Du-Pape
- Break - 10:30
- Guest - Gregg Mutschler, Vinadeis - 10:40
 - o Incentive winner for the week announced!
 - o 2016 Chateau la Tuilerie Graves Blanc
 - o 2017 Chateau Ribaute Rose
 - o 2015 Chateau Ballue-Mondon Bordeaux
 - o 2014 Chateau Macay Bordeaux
 - o 2014 Chateau La Pirouette Medoc
 - o 2012 Chateau les Combes Lussac - Saint Emilion
- Guest - Matt McCormack, Dry Creek Vineyard 11:20
 - o Blending seminar
- Samples and sales sheets for next week's work with
 - o Isabelle Meunier, Lavinea - Glenn, Joe Sauter
 - o Marty Meritt, Lake Sonoma and VOTM - Dustin, John Tuohy
 - o Katie Hahn, Cru - Sandy, Leo, Vanessa and Stephen
- A/R's
- Next week lunch will be provided by Lavinea!!!!