



# Sales Meeting

Friday, May 18th, 2018  
*\*Please silence your cell phones*

- Sales numbers review
- Work with schedule
  - Axios
  - Goats do Roam Blitz
    - Evening Events
- Work with Assumptions
  - Itinerary needs to look good & full
  - Clean car
  - Communicate changes
  - Wine temperature is spot on and ready for warm/cold day
  - They are there to teach you their sales points
- Incentives
- Inventory - OOS, eta's, new glass pours, depletion increases
- New BTG Price on Bivio Prosecco, Prosecco Slim, and Rose Sparkling of \$120
- Champagne Delavenne - pricing changes due to small Euro change
- Encompass update - New option when syncing orders - "In Progress"
- Weekly success stories
- Events/Tastings for Social Media to Jacqui
- Catalog updates & paperless option
- Coravins - Who currently has one?
- Samples and sales sheets for next week's work withs
- Sangria and Cans push for Memorial Day Holiday Weekend
- Raptor Ridge Accounts
- 10:15 am - Stephy Terrizzi, Broadside
  - Broadside Chardonnay Wild Ferment
  - Broadside Red Blend Printer's Alley
  - Broadside Merlot Margarita Vineyard
  - Broadside Cabernet Sauvignon
  - Broadside Cabernet Sauvignon Margarita Vineyard
- 10:45 am - Scott Schull, Raptor Ridge Kickoff
  - Raptor Ridge Pinot Gris
  - Raptor Ridge Gruner Veltliner Estate
  - Raptor Ridge Pinot Noir Estate
  - Raptor Ridge Pinot Noir Barrel Select
- 11:30 am - Judy Lebel, Five Vintners and Snowdrift
  - Five Vintners Sauvignon Blanc Napa Valley
  - Five Vintners Cabernet Sauvignon Napa Valley
  - Snowdrift Red Cider
  - Snowdrift Cornice Cider