



# Sales Meeting

Friday, May 25th, 2018  
*\*Please silence your cell phones*

- Are your checks in Janet's basket? Is your cash turned in to Beth?
- Weekly sales review
- Vanessa
- Work with schedule
  - o Seaview kickoff luncheon at Sullivan's next week. Business attire.
  - o Gus Kalaris and Paul Giannaris - Brief recap
- Incentives
  - o New Le Val "Cold Box" program starting June 1st
  - o Dry Creek Blitz winner absentees
  - o New Wine Wall Winner
  - o Cycles cans winners
- Dry Creek POS
- Inventory - OOS, eta's, new glass pours, depletion increases
- Brief review of France trip
  - o Joe Sauter - Champagne Collet
- Underwood cans at Binny's
- Strawberry Cooler situation
- Weekly success stories
- Taste -
  - o Barrel sample of La Bella Rose
  - o 2017 Chateau Ribaute Rose
- Blind wine - Chelsea
- Group samples pull - Fairway and Vines
  - o Father's Day sales sheets
- Break - 10:30
- Guests - Dennis Carroll and Chris Bates, Wine Hooligans 10:45
- Guests - Linda Davis and Anthony DeJager, Goats Do Roam - 11:05
  - o Goats Do Roam presentation
  - o Weekly incentive winners
  - o Current Indigo Shopping Spree update
  - o 2016 Goats Do Roam White Blend
  - o 2017 Goats Do Roam Rose
  - o 2016 Goats Do Roam Red Blend
- No official work withs next week!
- A/R's
- Lunch from Bunny Chow provided by Indigo and Goats Do Roam!!!!!!
- Have a safe and Happy Memorial Day weekend!!!

