



# Sales Meeting

Friday, May 4th, 2018

*\*Please silence your cell phones*

- Are your checks in Janet's basket? Is your cash turned in to Beth?
- May sales review
- Weekly sales review
- Communication - Jacqui's work with emails
- Work with schedule
  - o Dry Creek Blitz next week!
    - Reminder - Friday, May 11th at Wrigley Field!!!!!!
  - o Goats Do Roam Blitz - Need to start booking dinners and tastings now!
  - o Gus Kalaris and Paul Giannaris - appointments for May 22nd and 23rd. Gus city, Paul anywhere. - Google doc
- Incentives
  - o Bouchaine incentive extended
  - o Sangria incentive!
- 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!
    - 2016 Rio Madre Rose - BOGO off list!
    - 2015 Oronta Rose - \$36/case
- More closeouts on the way!
- Raptor Ridge sales sheets - Kickoff May 18th
- Weekly success stories
- Guest - Irene Lozach, Wine Creek - 10am
  - o 2015 LaFollette Sangiacomo Chardonnay
  - o 2015 LaFollette Sangiacomo Pinot Noir
  - o 2016 Quivira Fig Tree Sauvignon Blanc
  - o 2014 Quivira Black Boar Zinfandel
- Guest - Juan Muga, Bodegas Muga - 10:35
  - o 2012 Muga Conde de Haro Cava
  - o 2016 Muga Bianco
  - o 2016 Muga Rose
  - o 2017 Muga Rose
  - o 2016 Flor de Muga Rose
  - o 2014 Muga Reserva Unfiltered
  - o 2012 Muga Seleccion Especial
  - o 2010 Muga Prado Enea
  - o 2014 Torre Muga
- Guest - Bryce McNamee, Boutique Wines kickoff - 11:20
  - o 2015 Domaine St Patrice Cotes du Rhone
  - o 2015 Domaine St Patrice Chateauneuf-Du-Pape
  - o 2015 J Denuziere St Joseph
  - o 2015 J Denuziere Crozes-Hermitage

- Guest - Manou Chahmirzadi, Seaview Imports - Noon
  - Introduction
  - Kickoff June 1st
- Samples, POS, and sales sheets for next week's work withs
- Dry Creek Blitz!!! - 8 wines
  - 2016 Sauvignon Blanc
  - 2016 Fume Blanc
  - 2016 Chenin Blanc
  - 2016 Est Block 10 Chardonnay
  - 2016 Heritage Zinfandel
  - 2015 Old Vine Zinfandel
  - 2015 Cabernet Sauvignon
  - 2013 The Mariner
- Updates By the Glass sheets
- A/R's