



Sales Meeting

Friday, June 15th, 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
 - Axios lunch at Joe's Stone Crab June 15th
- Incentives
 - Several new June incentives
 - June 15th-30th only - Sell 5 cases of any Elizabeth Spencer, receive a bottle of 2016 ES Block G Grenache (8 possible winners) SRP \$60
 - June 15th-30th only - Rep who sells the most Bouchaine (minimum of 10 cases) receives a magnum of 2015 Bouchaine Copeland Estate Napa Valley Pinot Noir (one winner) SRP \$200+
- Peirano rebates
- Sangria stacks up and running for Fourth of July
- Badges for Mariano's
- Inventory - OOS, eta's, new glass pours, depletion increases
 - Underwood cans - Sparkling and Sparkling Rose being locked down
- Weekly success stories
- Blind wine - Joe Bonk
- Chaucer's Sparkling Mead samples
- Break - 10:25
- Guest - Melissa Moholt-Siebert, Ancient Oak 10:35
 - 2014 Ancient Oak Siebert Ranch Pinot Noir
 - 2014 Ancient Oak Pinot Noir Alcman Vineyard
 - 2013 Ancient Oak Cabernet Sauvignon, Berger Vineyard
 - 2012 Ancient Oak Cabernet Franc Alcaeus Berger
 - 2012 Ancient Oak To Ergon
- Guest - Steve Burgess and Rick Karachun Burgess Cellars 11:15
 - 2015 Burgess Cellars Chardonnay
 - 2014 Burgess Cellars "Topography"
 - 2013 Burgess Cellars Cabernet Sauvignon
- Samples and sales sheets for next week's work with
 - Tristan Lozach, Vinadeis - Chelsea, Sandy, Jamie
 - Shardul Ghogale, Left Coast Cellars - Leo, Stephen, Sauter, John Tuohy
- A/R's