



Sales Meeting  
Friday, June 22nd, 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 Axios lunch at Joe's Stone Crab June 15th recap - Jamie
- Inventory in the warehouse next week
- Accounts with unused credits
- Incentives
  - o Several new June incentives
  - o 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
  - o 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+
  - o New Bivio incentive July 1st
- New Underwood Rose and Pinot Gris deal
- We all have to get better at sending requests to Beth BEFORE 5pm
- Peirano rebates
- Sangria stacks up and running for Fourth of July
- Holiday week delivery schedule
- Inventory - OOS, eta's, new glass pours, depletion increases
- SevenFifty's "Too Legit to Spit" event, Monday, July 23rd, 8pm-Midnight at Morgan Manufacturing, 401 N Morgan
- Weekly success stories
- New item sales sheets
- Blind wine - John Tuohy
- Break - 10:30
- Guest - Shardul Ghogale 10:45
  - o 2016 Left Coast Cellars Pinot Gris, The Orchards
  - o 2017 Left Coast Cellars White Pinot Noir
  - o 2016 Left Coast Cellars Chardonnay, Truffle Hill
  - o 2015 Left Coast Cellars Pinot Noir, Cali's Cuvee
  - o 2015 Left Coast Cellars Pinot Noir, Latitude 45
  - o 2015 Left Coast Cellars Pinot Noir, Right Bank
- Guest - Matt Glunz, Glunz Family Winery - 11:20
  - o de la Costa Rose Sangria
  - o 2016 Glunz Paso Robles Zinfandel
  - o 2016 Glunz Dusi Vineyard Zinfandel
  - o 2014 Glunz Wells and Division Red Blend
  - o 2015 Glunz Paso Robles Cabernet Sauvignon
  - o 2015 Glunz Reserve Cabernet Sauvignon
  - o Glunz Mission Angelica Rich and Rare
- Samples and sales sheets for next week's work with
  - o Matt Glunz - Leo, Jamie, Chelsea
- A/R's