



Sales Meeting  
Friday, June 29th, 2018  
*\*Please silence your cell phones*

- Are your checks in Janet's basket? Is your cash turned in to Beth?
- Introduction of Mark Van Vleet
- Weekly sales review
- Work with schedule
- Dan vacation 7/17-7/22, Joe vacation 7/23-7/29
- Incentives
  - Two days left on 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+
  - New Bivio incentive July 1st
- New Underwood Rose and Pinot Gris deal
- Broadside Crate displays - Can we use them?
- 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
  - City team stepping up
- How much can you sell this wine for?
- Blind wine - Lewis
- Break - 10:30
- Guest - Michael LoDuca, Casa Lo Duca - 10:45
  - LoDuca Mamertino
  - LoDuca Reggiano Lambrusco Rosso Dolce
- Casas del Bosque presentation - Dustin Halton - 11:00
  - 2016 Casas del Bosque Reserva Sauvignon Blanc
  - 2015 Casas del Bosque Reserva Pinot Noir
  - 2014 Casas del Bosque Reserva Cabernet Sauvignon
  - 2016 Casas del Bosque Gran Reserva Sauvignon Blanc
  - 2015 Casas del Bosque Gran Reserva Chardonnay
  - 2014 Casas del Bosque Gran Reserva Syrah
  - 2016 Casas del Bosque Gran Reserva Cabernet Sauvignon
  - 2014 Casas del Bosque Pequeñas Producciones Pinot Noir
- A/R's
- Have a safe and wonderful Fourth of July next week!

