



Sales Meeting

Friday, June 18th, 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
- o Calling the office while on a work with

Incentives

- o New TriVin incentive June 1st
- o Group sample pull and sales sheets for TriVin incentive
- o Mirabeau Rose incentive
- o Underwood Rose incentive

Inventory - OOS, eta's, new glass pours, depletion increases

Weekly success stories

Potential new items to taste

- o 2017 Seaside Vinho Verde
- o 2016 La Playa Viognier
- o 2017 Apriori Rose
- o 2016 Eyzaguirre Syrah
- o 2017 Juliette Avril Cotes du Rhone
- o 2016 Pedroncelli Sonoma Classico
- o 2016 Apriori Cabernet Sauvignon
- o Chaucer's Sparkling Mead

Break - 10:30

Guest - Isabel Chuecos-Ruiz, Vins el Cep 10:45

- o 2014 Kila Cava
- o 2014 Marques de Gelida Brut Nature
- o 2013 Marques de Gelida Brut Rose Reserva
- o 2013 Marques de Gelida Brut Gran Reserva

Guest - Vito Candela, Gagliardo Winery - 11:20

- o 2017 Gagliardo Favorita Fallegro
- o 2016 Gagliardo Dolcetto Paulin
- o 2016 Gagliardo Barbera Madama
- o 2013 Gagliardo GG Barolo
- o 2013 Gagliardo Barolo Castelletto
- o Gianni Gagliardo Barolo Chinato

Samples and sales sheets for next week's work withs

- o Melissa Moholt-Siebert, Ancient Oak - Stephen, Leo, Joe Bonk, Sandy, John

A/R's