



# Sales Incentives 2018

**NEW ACCOUNTS:** Sales rep earns \$75 (\$50 for accounts assigned by management) for each new account once the account has placed 3 orders within a 6 month period, has 3 new placements, and rep has made first collection. Sales rep must submit new accounts for payment within the 6 month period using the **new accounts for payment form**, no exceptions. It is the rep's responsibility to complete and submit the form to management in order to be paid. Chain stores do not qualify.

**NEW OXYMORON DRAFT ACCOUNTS:** Sales rep earns \$100 for each new draft account after 3 Oxyoron cylinders have been ordered by account. Rep's responsibility to get info to management for payment.

**Robertson Winery Natural Sweets Incentive (January 1<sup>st</sup> - December 31<sup>st</sup>)**

Full 9L cases only, all on one invoice, Robertson Natural Sweets only  
Pallet Drop (56cs) to a retail account earns a \$200 gift certificate

**Robertson Winery Incentive (January 1<sup>st</sup> - December 31<sup>st</sup>)**

Full 9L cases only, all on one invoice (**drops only not accums**), Robertson Winery Range only  
On-Premise: Receive \$25 per BTG placement, 90 days unsold, 12 bottle minimum (copy of the wine list is required for payout)  
On-Premise, **Banquet/Catering accounts only:** sell 25cs and receive \$200 or sell 50cs and receive \$500

**The Cleaver Case Incentive (March 1<sup>st</sup> - 200cs)**

90 days unsold, full 9L cases only, incentive will run for 200 cases total. Once the 200 are sold, the incentive ends.  
For every case of The Cleaver sold, rep receives \$50.  
BTG = \$50 for first case, \$50 for each additional case

**Stephen Vincent Summer White Incentive (April 1<sup>st</sup> - August 31<sup>st</sup>)**

Full 9L cases only, Chardonnay only  
Sell 5% over LY and receive \$5 per case on new cases

**Sea Monster Summer White Incentive (April 1<sup>st</sup> - August 31<sup>st</sup>)**

Full 9L cases only  
Sell 5% over LY and receive \$5 per case on new cases

**Cycles Gladiator Summer White Incentive (April 1<sup>st</sup> - August 31<sup>st</sup>)**

Full 9L cases only, Chardonnay only  
Sell 5% over LY and receive \$5 per case on new cases

**Le Val Cold Box Incentive (June 1<sup>st</sup> - July 31<sup>st</sup>)**

Place any Le Val Rose, Chardonnay, or Sauvignon Blanc in the refrigerator at an off-premise account and receive \$25.  
Picture of the wine in cold box is required.  
1-3 cold box placements = \$25 per account

**Tri-Vin Incentive (June 1<sup>st</sup> - July 31<sup>st</sup>)**

90 days unsold, full 9L cases only  
Qualifying brands: Grilos, Quinta de Cabriz, Seaside Cellars, Clos d'Argentine, Infinito  
To qualify, the house must sell a minimum of 300 cases. The top 3 reps with the most new placements will receive a visa gift card.  
1<sup>st</sup> Place \$300, 2<sup>nd</sup> Place \$200, 3<sup>rd</sup> Place \$100

**Spring Mountain Cabernet Sauvignon 2014 Incentive (June 1<sup>st</sup> - August 31<sup>st</sup>)**

90 days unsold, full 6pk cases, 2014 vintage only  
Rep must make a minimum of 6 new POD's to qualify  
Rep will receive \$25 per new placement

**Casas del Bosque Incentive (June 1<sup>st</sup> - December 31<sup>st</sup>)**

Full cases only  
Sell 50 cases of any Casas del Bosque wine during the incentive period, receive \$500  
Continue to receive \$10 per case up to 74 cases  
Sell 75 cases of any Casas del Bosque wine during the incentive period, receive \$1000  
Continue to receive \$13.33 per case beyond 75 cases

**Bivio Incentive (July 1<sup>st</sup> - August 31<sup>st</sup>)**

Full cases only, 90 days unsold  
Receive \$15 per new placement (750ml size) of Bivio Slim and/or Rose  
Receive \$10 per new placement (187ml size) of Bivio Prosecco