CONSTANTINE WINES

Sales Meeting

Nov 4th, 2022

Bogle

- Reps will earn $3/case on all cases sold Nov/Dec goal. Goals will be given by rep. Must hit goal. All or nothing Phantom/Juggernaut
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- **On Prem DC Only:**
- BTG- 90 Days unsold
- Juggernaut/ Phantom will earn $50
- Must have picture

Kono

- 10cs Drop- $120

- Sales Incentive:
  - Tier 1: Reps earn $30 for every case they sell above Oct.-Nov. 2021; House must hit 265 cases
  - Tier 2: Reps earn $40 for every case they sell above Oct.-Nov. 2021; House must hit 287 cases
  - Tier 3: Reps earn $50 for every case they sell above Oct.-Nov. 2021; House must hit 310 cases
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- Reps must achieve 4 new PODs (90-day non-buy) and submit a photo for at least one 10-case display for payout.

Wine Hooligans

Wine Hooligans/Constantine: Q4 2022 - Program

Brand	Q4 Goal
Broadside	700
Cycles	350
Portlandia	500
Stephen Vincent	175
Shortbread	25
Total	**1750**

Rep hits Q4 Goals (Qualifier: rep must also hit BS & CG) - get $5/case

House hit goals (Qualifier: house must also hit BS & CG) - all reps who have hit their targets get $7.50/case on all cases

Union Incentive

- Team Goal 2,300 9L cases
- $3 per case
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- 1cs Glass = $3
- 2cs cans = $3

- September and October 54.00 for Cans case 1

- Have every rep present Underwood Bubbles Rose and Underwood Pinot Noir 750 to EVERY account currently not carrying either.

Focus Items

- House Brands
- Italy

Crates

Samples