



CONSTANTINE
WINES
Sales Meeting

June 30th, 2023

Bogle MD

- CCA Program: June, July, August.
- Goal for program period is +10%
- 7377 house goal including MoCo
- June \$3/case, July \$2/case, Aug \$1/case
- If rep hits goal every month and house hits their goal, each rep that qualifies will earn additional \$250
- Constantine/Bogle each contribute \$.50/case for donation to CCA MD.
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- Juggernaut H2 Incentive-
- Any rep that sells 100 cases in any given month earns \$250 GC, if rep sells 100+ cases twice, rep earns \$500 GC, if rep sells 100 cases in any given month, rep earns \$1000 GC.

Wine Hooligans Pricing/Incentive

- July –September
- Team goals 624cs \$5cs 832cs \$7.50 1040cs \$10
- 10cs drop gets 3 hour tasting-Sales Rep has 1st right of refusal \$150

- New Sparkling

Focus Items

- Worthy Beer-Open the Cold beer with your customer
- Esperance \$80 10cs \$64
- Guigas \$56 on 5cs
- Derichito/Spirits
- CLOSE OUTS, CLOSE OUTS, CLOSE OUTS (Assign New Wines)



2cs or \$200 min

Read emails. I want a response.

New system