

6 Steps to a Successful Tasting Event

Use this guide to help you get ready for your next event! Take notes to help you prepare and make sure you check off all the items necessary to bring along with you.

1

Prep

The day of your tasting event, send a gentle reminder to your host of what time you will arrive. Also suggest that the host place the bottle of white wine in the fridge or cooler. Gather all materials you will need beforehand so you're feeling confident and prepared.

2

Setup

Once you arrive, let the host know what to expect. Explain the tasting setup to your host and outline the host rewards printout as a reminder that the host is not only raising money for their cause of choice, but will also receive up to \$100 in host rewards!

3

Guest Arrival

Greet guests with a glass of Sparkling Brut and encourage everyone to mix and mingle. Break the ice and get to know the guests by asking these suggested questions:

- *“How do you know the host?”*
- *“Where are you from / where do you live?”*
- *“Which charitable cause are you most passionate about?”*

These questions will help give you some background information on the guest, so you can connect and get to know them better, as well as giving you insight into their interests and hobbies (perhaps they met at book club, church, mommy group or rock climbing at the gym), and help you understand who is in attendance (mommy friends, neighbors, work colleagues, cousin, etc.).

Item Checklist

Be sure to remember the following items:

- Catalogs
- via **ONEHOPE** Folder
- Order Forms & Pens
- Clipboard
- Wine Key
- Opportunity Brochures
- Host Planners
- Starter Kit Wines
- Smart Neckers
- Wine Pourers

NOTES:
