

# Boost Wine Sales

Storyboard

# Overview

**Course Title:**

Boost Wine Sales

**Learning objective:**

By the end of this course, you will be able to apply the 5 sales tips at your next market and boost your sales by 20%.

**Description Text**

Welcome! The most important sales skills aren't necessarily the ones most imagine when they start selling wine. What worked in the beginning will eventually change or plateau. After working several markets, wine sales become constant. Constant is better than declining. Redefining what's important will change the constant sales pattern.

**Units**

Introduction  
Sales and Commissions  
Tip #1 Displays  
Tip #2 Approach  
Tip #3  
Tip #4  
Tip #5  
Knowledge Check  
Summary

**Client:**

Bennett Vineyard

**Instructional Designer:**

Michelle Flint

# Units

Nr	Name	Content
1	Introduction	Welcome & Learning Objective.
2	Sales and Commissions	When you increase sales by 20% total sales will exceed \$1000.00. Complete Scenario. Checklist of 5 tips to meet goal.
3	Tip #1 Displays	Tell a story. Create excitement. Change.
4	Tip #2 Approach	Overview of how others perceive the salesman.
5	Tip #3 Customer Service	Provide 6 customer service skills that boost sales.
6	Tip #4 Knowledge	Wine knowledge vs product knowledge.
7	Tip #5 Discounts	Compliment display. Appealing and eye catching.
8	Knowledge Check	5 questions.
9	Summary	It is now time to go apply the 5 tips and boost your sales by 20%.

# Style Guide

<b>Logo</b>	NA
<b>Cover Photo</b>	stock-image.jpg
<b>Custom colours</b>	d84738
<b>Fonts</b>	Heading: Lato Body: Merriweather
<b>Additional Notes</b>	Free navigation. Search, Marking lessons, etc (all on)
<b>Templates</b>	NA

# 1. Introduction





<b>Lesson</b>		Introduction	
<b>BLOCK ID</b>	<b>1.1</b>	<b>BLOCK TYPE</b>	Text
<b>NOTES</b> Color background.		<b>CONTENT</b> Welcome! The most important sales skills aren't necessarily the ones most imagine when they start selling wine. What worked in the beginning will eventually change or plateau.  After working several markets, wine sales become constant. Constant is better than declining. Redefining what's important will change the constant sales pattern.	

<b>Lesson</b>		Introduction	
<b>BLOCK ID</b>	<b>1.2</b>	<b>BLOCK TYPE</b>	Quote on Image
<b>NOTES</b> Stock image - grapes		<b>CONTENT</b> Change happens when you extend your reach. Your comfort zone is your enemy. As long as you play it safe, you will never become all that you are destined to be. ~Germany Kent	

<b>Lesson</b>		Introduction	
<b>BLOCK ID</b>	<b>1.3</b>	<b>BLOCK TYPE</b>	Paragraph with Heading
<b>NOTES</b>		Learning Objective By the end of this course, you will be able to apply the 5 sales tips at your next market and boost your sales by 20%.	

## 2. Sales and Commission

<b>Lesson</b>		Sales and Commission	
<b>BLOCK ID</b>	<b>2.1</b>	<b>BLOCK TYPE</b>	Paragraph
<b>NOTES</b> Red Background		<b>CONTENT</b> <b>When you increase sales by 20% total sales will exceed \$1000.00.</b> Complete the scenario below to see how your sales commission and your goal work together.	

<b>Lesson</b>		Sales and Commission	
<b>BLOCK ID</b>	<b>2.2</b>	<b>BLOCK TYPE</b>	Scenario
<b>NOTES</b>		<b>CONTENT</b> <div data-bbox="733 739 1184 1320" data-label="Complex-Block"> <p>CONTENT ORDER <span>+ Add Scene</span></p> <ul style="list-style-type: none"> <li>☰ 1.0 Scene 1 </li> <li>☰ 1.1 Sales Commission</li> <li>☰ 1.2 What is your current commission percentage when you ...</li> <li>☰ 1.3 Did you know you will earn 18% commissions if your s...</li> <li>☰ 1.4 Scenario End</li> </ul> </div> <div data-bbox="1421 763 2313 1296" data-label="Complex-Block"> <p><b>Scene 1</b></p> <p>Choose a background and character for this scene.</p> <p> Edit Background  Edit Character</p>  </div>	






<b>Lesson</b>		Sales and Commission	
<b>BLOCK ID</b>	<b>2.3</b>	<b>BLOCK TYPE</b>	2-Column
<b>NOTES</b>		<b>CONTENT</b>	
		<p><b><u>Paycheck before boost.</u></b>  <math>\\$1000.00 \times 15\% = \mathbf{\\$150.00}</math></p> <p><b><u>Paycheck after boost.</u></b>  <math>\\$1200 \times 18\% = \mathbf{\\$216.00}</math></p>	

<b>Lesson</b>		Sales and Commission	
<b>BLOCK ID</b>	<b>2.4, 2.5, 2.6</b>	<b>BLOCK TYPE</b>	Heading, Paragraph, Checkbox List
<b>NOTES</b>		<b>CONTENT</b>	
		<p><b>Are you ready to boost sales?</b></p> <p>Here are 5 tips that have been tested and proven to boost your sales by 20%.</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> <b>Tip #1 Displays.</b></li> <li><input type="checkbox"/> <b>Tip #2 Be Approachable.</b></li> <li><input type="checkbox"/> <b>Tip #3 Customer Service.</b></li> <li><input type="checkbox"/> <b>Tip #4 Be knowledgeable.</b></li> <li><input type="checkbox"/> <b>Tip #5 Discounts.</b></li> </ul>	




## 3. Tip #1 Displays

<b>Lesson</b>		Displays	
<b>BLOCK ID</b>	<b>3.1</b>	<b>BLOCK TYPE</b>	Knowledge Check
<b>NOTES</b>		<b>CONTENT</b>	
		<p>How would you rate your current table display?          Could use some help.          What display? I put bottles on the table.</p>	

<b>Lesson</b>		Displays	
<b>BLOCK ID</b>	<b>3.2</b>	<b>BLOCK TYPE</b>	Paragraph
<b>NOTES</b>		<b>CONTENT</b>	
		<p>Displays tell a story. Displays create excitement. They are the first thing a customer sees when deciding where to shop. Sales Reps should create an exciting display and have a backup plan for changing situations.</p>	

<b>Lesson</b>		Displays	
<b>BLOCK ID</b>	<b>3.3</b>	<b>BLOCK TYPE</b>	3-column grid
<b>NOTES</b>		<b>CONTENT</b>	
<p>Photos in “wine pics” folder</p>		  	
		<p>"JK there's totally wine in this cup"          Wine can be served with fresh fruit.          A nice floral arrangement of fresh flowers.</p>	


<b>Lesson</b>		Displays	
<b>BLOCK ID</b>	<b>3.4</b>	<b>BLOCK TYPE</b>	Paragraph with Heading
<b>NOTES</b>		<b>CONTENT</b>	
		<p>Change.</p> <p>Seasons change. Customers change. Situations change. It's important to assess the market and make the necessary change's so sales continue.</p> <p>Utilize the space provided.</p> <p>Support the market theme.</p> <p>Be prepared for quick changing situations.</p>	

<b>Lesson</b>		Displays	
<b>BLOCK ID</b>	<b>3.5</b>	<b>BLOCK TYPE</b>	3-column grid
<b>NOTES</b>		<b>CONTENT</b>	
<p>Photos in "wine pics" folder</p>		   <p>One table equals a small display but there's still room to accessorize, display several bottles, and celebrate July 4th.</p> <p>Market themes change. Support the market theme, after all they provide the advertising for the event. This display included candy for the trick-or-treaters.</p> <p>Weather changes and so do hurricane paths. Storm prep always includes purchasing alcohol. Add a quick sign and you'll have customers conversating in no time.</p>	




<b>Lesson</b>		Displays	
<b>BLOCK ID</b>	<b>3.6, 3.7</b>	<b>BLOCK TYPE</b>	Subheading, checklist
<b>NOTES</b>		<b>CONTENT</b>	
		<div style="background-color: #800000; color: white; text-align: center; padding: 5px;"><b>Display Checklist</b></div> <ul style="list-style-type: none"> <li><input type="checkbox"/> <b>Add conversation pieces.</b></li> <li><input type="checkbox"/> <b>Include fruit to show how it can be served.</b></li> <li><input type="checkbox"/> <b>Fresh flowers/fresh look.</b></li> <li><input type="checkbox"/> <b>Utilize the entire space provided.</b></li> <li><input type="checkbox"/> <b>Go with the market theme.</b></li> <li><input type="checkbox"/> <b>Go with the flow, aka weather changes.</b></li> </ul>	

<b>Lesson</b>		Displays	
<b>BLOCK ID</b>	<b>3.8</b>	<b>BLOCK TYPE</b>	Statement B
<b>NOTES</b>		<b>CONTENT</b>	
		<p>Inspired? Great! Let's combine your new table design with <b>Tip #2</b>.</p>	




## 4. #2 Approachable

<b>Lesson</b>		Approachable	
<b>BLOCK ID</b>	4.1	<b>BLOCK TYPE</b>	Knowledge Check Matching
<b>NOTES</b> Slide to match		<b>CONTENT</b> <p>What actions do you consider approachable and unapproachable? Slide to match.</p> 	

<b>Lesson</b>		Approachable	
<b>BLOCK ID</b>	4.2	<b>BLOCK TYPE</b>	Paragraph
<b>NOTES</b> Red background		<b>CONTENT</b> <p><b>Approachability.</b> Be accessible; consciously break down perceived barriers while having appropriate body language. <b>If you are unapproachable the customer will shop elsewhere.</b> Remember the goal is to boost your sales!</p>	

<b>Lesson</b>		Approachable	
<b>BLOCK ID</b>	4.3, 4.4	<b>BLOCK TYPE</b>	Heading, 3-column grid
<b>NOTES</b>  Images saved to “wine pics” folder.		<b>CONTENT</b>  <h3>Being Unapproachable</h3> <div style="display: flex; justify-content: space-around; align-items: flex-start;"><div style="text-align: center;"><p>The arms crossed pose sends the signal that you do not want to be approached.</p></div><div style="text-align: center;"><p>Frown or furrow your brow to look unapproachable.</p></div><div style="text-align: center;"><p>Looking at a cell phone means you are not making eye contact with potential customers.</p></div></div>	



<b>Lesson</b>		Approachable	
<b>BLOCK ID</b>	4.5, 4.6	<b>BLOCK TYPE</b>	Heading, 3-column grid
<b>NOTES</b>  Images saved to “wine pics” folder.  *Would rather use real people images.		<b>CONTENT</b>  <h3>Being approachable</h3> <div style="display: flex; justify-content: space-around; align-items: flex-end;"><div style="text-align: center;"><p>Project an open posture.</p></div><div style="text-align: center;"><p>A warm, inviting smile can put anyone at ease and makes you look like you're having a great time.</p></div><div style="text-align: center;"><p>Make Frequent eye contact.</p></div></div>	

<b>Lesson</b>		Approachable	
<b>BLOCK ID</b>	<b>4.7</b>	<b>BLOCK TYPE</b>	Quote A
<b>NOTES</b>  Red background		<b>CONTENT</b>  Those who are approachable and available are successful. They have a bond with their customers and the people they work with ~Shep Hyken	

<b>Lesson</b>		Approachable	
<b>BLOCK ID</b>	<b>4.8</b>	<b>BLOCK TYPE</b>	Statement B
<b>NOTES</b>		<b>CONTENT</b>  Great job. Combine your new display with being approachable and add <b>Tip #3</b> .	

## 5. #3 Customer Service

<b>Lesson</b>		Customer Service	
<b>BLOCK ID</b>	5.1	<b>BLOCK TYPE</b>	Paragraph
<b>NOTES</b> Red Background		<b>CONTENT</b> Customer service is the act of providing support to both prospective and existing customers.	

<b>Lesson</b>		Customer Service	
<b>BLOCK ID</b>	5.2	<b>BLOCK TYPE</b>	Knowledge Check
<b>NOTES</b>		<b>CONTENT</b> <div style="border: 1px solid #ccc; padding: 10px; margin-top: 10px;"> <p>Check the customer service skills that you currently use selling wine?</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Listening</li> <li><input type="checkbox"/> Empathy</li> <li><input type="checkbox"/> Patience</li> <li><input type="checkbox"/> Verbal</li> <li><input type="checkbox"/> Enthusiastic</li> <li><input type="checkbox"/> Problem Solving</li> </ul> <div style="text-align: center; margin-top: 10px;"> <input type="submit" value="SUBMIT"/> </div> </div>	

<b>Lesson</b>		Customer Service	
<b>BLOCK ID</b>	<b>5.3</b>	<b>BLOCK TYPE</b>	Paragraph
<b>NOTES</b> Red Background		<b>CONTENT</b> If you were able to check all the skills, that's GREAT! The list below elaborates on each skill. Read each skill and its description.	

<b>Lesson</b>		Customer Service	
<b>BLOCK ID</b>	<b>5.4</b>	<b>BLOCK TYPE</b>	Bulleted List
<b>NOTES</b>		<b>CONTENT</b>	
		<ul style="list-style-type: none"> <li>• <b>Listening Skills.</b> Receive and interpret customer messages. <b>Hear what the customer is really saying.</b></li> <li>• <b>Empathy.</b> Place yourself in the customers position.</li> <li>• <b>Patience.</b> Accept or tolerate delay or trouble without getting angry or upset.</li> <li>• <b>Verbal Communication.</b> Speak clearly, concisely, and loudly (but not to loud).</li> <li>• <b>Enthusiasm.</b> Be genuine and show intense enjoyment, interest, or approval.</li> <li>• <b>Problem Solving Skills.</b> Solve issues quickly and effectively.</li> </ul>	

<b>Lesson</b>		Customer Service	
<b>BLOCK ID</b>	5.5	<b>BLOCK TYPE</b>	Fill in the blank
<b>NOTES</b>		<b>CONTENT</b> After reading the skill descriptions, what skill do you plan to improve upon, so you meet the goal of boosting sales?	

<b>Lesson</b>		Customer Service	
<b>BLOCK ID</b>	5.6	<b>BLOCK TYPE</b>	Quote A
<b>NOTES</b> Red text		<b>CONTENT</b> Make every interaction count, even the small ones. They are all relevant.	

<b>Lesson</b>		Customer Service	
<b>BLOCK ID</b>	5.7	<b>BLOCK TYPE</b>	Statement B
<b>NOTES</b>		<b>CONTENT</b> Explore the next lesson to learn <b>Tip #4</b> .	

## 6. #4 Knowledge

<b>Lesson</b>		Knowledge	
<b>BLOCK ID</b>	<b>6.1</b>	<b>BLOCK TYPE</b>	Text on Image
<b>NOTES</b> Stock Image		<b>CONTENT</b>	
			

<b>Lesson</b>		Knowledge	
<b>BLOCK ID</b>	<b>6.2</b>	<b>BLOCK TYPE</b>	Text on Image
<b>NOTES</b> Stock Image		<b>CONTENT</b>	
		<p>Check your product knowledge. Pair the wine with the suggested serving.</p> <div style="display: flex; justify-content: space-around; align-items: flex-start;"> <div style="border: 1px solid #ccc; padding: 5px; width: 45%; text-align: center;"> <p>≡ Blueberry</p> <p>≡ Peach</p> <p>≡ Mango Strawberry</p> </div> <div style="border: 1px solid #ccc; padding: 5px; width: 45%; text-align: center;"> <p>Sangrias</p> <p>Spritzers</p> <p>Slushie</p> </div> </div> <p style="text-align: center; margin-top: 20px;">SUBMIT</p>	



<b>Lesson</b>		Knowledge	
<b>BLOCK ID</b>	<b>6.3</b>	<b>BLOCK TYPE</b>	Paragraph
<b>NOTES</b> Red Background		<b>CONTENT</b> Wine knowledge versus product knowledge. After 2-3 markets salespeople hear a variety of questions. You want to answer the questions, but you may not have wine knowledge. Did you start reading articles to educate yourself? Did you try new wine from Piggly Wiggly? Did you visit a vineyard?  When you're back at the market you feel confident, ready to share your new knowledge. And then a potential customer asks how to serve the Mango Strawberry wine.  Blank stare.	

<b>Lesson</b>		Knowledge	
<b>BLOCK ID</b>	<b>6.4</b>	<b>BLOCK TYPE</b>	Subheading
<b>NOTES</b> Include Fruit Infused Wine Infographic		<b>CONTENT</b> Boost your sales with product knowledge. Know your product well!  Caption: Use this infographic to educate yourself about the top selling wines.	



<b>Lesson</b>		Knowledge	
<b>BLOCK ID</b>	<b>6.5</b>	<b>BLOCK TYPE</b>	Note
<b>NOTES</b>		<b>CONTENT</b>	
		<div style="border: 1px solid #f08080; padding: 10px; margin: 10px auto; width: fit-content;"> <p><b>i</b> Be aware of the Meticulous Fact-Checkers! Google has made it possible for everyone to be a wine expert. When faced with a meticulous fact-checker remember to 1. smile, 2. be polite, and 3. listen (you might learn something). <b>Take the opportunity to redirect their attention to your products and add in some of your product information!</b></p> </div>	

<b>Lesson</b>		Knowledge	
<b>BLOCK ID</b>	<b>6.6</b>	<b>BLOCK TYPE</b>	Statement B
<b>NOTES</b>		<b>CONTENT</b>	
		<p>New Design, Being Approachable, Customer Service, and Product Knowledge, you are ready for <b>Tip #5</b>.</p>	

# 7. #5 Discounts

<b>Lesson</b>		Discounts	
<b>BLOCK ID</b>	<b>7.1</b>	<b>BLOCK TYPE</b>	Knowledge Check
<b>NOTES</b>		<b>CONTENT</b>	
		Do you include discounts at your current market? Yes/No	


<b>Lesson</b>		Discounts	
<b>BLOCK ID</b>	<b>7.2</b>	<b>BLOCK TYPE</b>	Paragraph
<b>NOTES</b>		<b>CONTENT</b>	
		<p>Everyone loves a sale. Customers do not like paying full price for their merchandise. Use discounts to boost your sales.</p> <p>Discounts should compliment your display. They should also be appealing and eye-catching. Below are 2 examples.</p>	

<b>Lesson</b>		Discounts	
<b>BLOCK ID</b>	7.3 & 7.4	<b>BLOCK TYPE</b>	Image and Text
<b>NOTES</b>		<b>CONTENT</b>	
Image in “wine pics” folder		 <p>\$8.00 Discount</p>	 <p>Use Eye-Catching Media</p> <p>Visuals should match the current season and showcase the discount.</p> <p>Clear, concise discounts.</p>
		<p><b>Appealing</b></p> <p>Make sure the discount is appealing. An \$8.00 discount is better than a \$2.00 discount.</p>	

<b>Lesson</b>		Discounts	
<b>BLOCK ID</b>	7.4	<b>BLOCK TYPE</b>	Continue
<b>NOTES</b>		<b>CONTENT</b>	
Red Background		Continue Button	

# 8. Quiz

<b>Lesson</b>		Quiz																	
<b>BLOCK ID</b>	<b>8.1</b>	<b>BLOCK TYPE</b>	Knowledge Check																
<b>NOTES</b>		<b>CONTENT</b>																	
<p>Question 1</p> <p>Include Feedback</p>		<p>01 Display space comes in all different sizes. What's the most important tip to use in markets?</p> <hr/> <p>Media</p> <div data-bbox="978 539 1049 608" data-label="Image"> </div> <p>4th of July wine.jpg <a href="#">Edit</a></p> <hr/> <table border="0"> <thead> <tr> <th>Correct</th> <th>Choice Text</th> <th>Feedback</th> <th>Multiple Choice ▾</th> </tr> </thead> <tbody> <tr> <td><input type="radio"/></td> <td>Discard theme decorations in a small space.</td> <td>Theme decorations create excitement and attract customers, therefore they will always be needed.</td> <td></td> </tr> <tr> <td><input checked="" type="radio"/></td> <td>Utilize the entire space that's provided.</td> <td>Correct! Create excitement and display your wine!</td> <td></td> </tr> <tr> <td><input type="radio"/></td> <td>Limit product choices in a small space.</td> <td>Limiting product choices limits sales.</td> <td></td> </tr> </tbody> </table>		Correct	Choice Text	Feedback	Multiple Choice ▾	<input type="radio"/>	Discard theme decorations in a small space.	Theme decorations create excitement and attract customers, therefore they will always be needed.		<input checked="" type="radio"/>	Utilize the entire space that's provided.	Correct! Create excitement and display your wine!		<input type="radio"/>	Limit product choices in a small space.	Limiting product choices limits sales.	
Correct	Choice Text	Feedback	Multiple Choice ▾																
<input type="radio"/>	Discard theme decorations in a small space.	Theme decorations create excitement and attract customers, therefore they will always be needed.																	
<input checked="" type="radio"/>	Utilize the entire space that's provided.	Correct! Create excitement and display your wine!																	
<input type="radio"/>	Limit product choices in a small space.	Limiting product choices limits sales.																	

<b>Lesson</b>		Quiz	
<b>BLOCK ID</b>	<b>8.1.1</b>	<b>BLOCK TYPE</b>	Knowledge Check
<b>NOTES</b>		<b>CONTENT</b>	
<p>Question 2</p> <p>Include Feedback</p>		<p>02 Customers shop at markets. What is an important tip about being approachable?</p> <hr/> <p>Media</p> <div data-bbox="965 491 1047 565">  </div> <p>unapproachable4.jpg <a href="#">Edit</a></p> <hr/> <p>Correct      Choice Text      Multiple Response ▾</p> <hr/> <p><input checked="" type="checkbox"/> Making eye contact.</p> <hr/> <p><input type="checkbox"/> Standing with your arms crossed.</p> <hr/> <p><input type="checkbox"/> Smiling at your phone.</p> <hr/> <p><input type="checkbox"/> Add a choice (optional)...</p> <hr/> <p>Feedback      Any Response ▾</p> <p>Being approachable welcomes customers. Customers boost sales.</p>	




<b>Lesson</b>		<b>Quiz</b>	
<b>BLOCK ID</b>	<b>8.1.2</b>	<b>BLOCK TYPE</b>	Knowledge Check
<b>NOTES</b>  Question 3		<b>CONTENT</b>  03 Great customer service will boost your sales. Click the applicable skills that are important in wine sales. {  <small>Correct</small> <small>Choice Text</small> <small>Multiple Response</small> ▾  <input checked="" type="checkbox"/> Listening skills  <input checked="" type="checkbox"/> Empathy  <input checked="" type="checkbox"/> Patience  <input checked="" type="checkbox"/> Verbal Communication  <input checked="" type="checkbox"/> Enthusiasm  <input checked="" type="checkbox"/> Problem Solving Skills	

<b>Lesson</b>		<b>Quiz</b>	
<b>BLOCK ID</b>	<b>8.1.3</b>	<b>BLOCK TYPE</b>	Knowledge Check
<b>NOTES</b>		<b>CONTENT</b>	
<p>Question 4</p> <p>Include Feedback</p>		<p>04 It's impossible to know everything about wine. However customers do expect you to be knowledgeable about what? }</p> <hr/> <p>Correct      Choice Text      Multiple Choice ▾</p> <hr/> <p><input type="radio"/> How many bottles you have in stock.</p> <hr/> <p><input type="radio"/> How long the neighboring vendor has been at the market.</p> <hr/> <p><input checked="" type="radio"/> Information about your product.</p> <hr/> <p><input type="radio"/> Add a choice (optional)...</p> <hr/> <p>Feedback      Correct / Incorrect ▾</p> <p>Knowing your product well will boost your sales.</p> <hr/>	

<b>Lesson</b>		Quiz	
<b>BLOCK ID</b>	<b>8.1.4</b>	<b>BLOCK TYPE</b>	Knowledge Check
<b>NOTES</b>		<b>CONTENT</b>	
<p>Question 5</p> <p>Include Feedback</p>		<p>05 Everyone love a sale. How should discounts be presented? &lt;</p> <hr/> <p>Correct Choice Text Feedback Multiple Choice ▾</p> <hr/> <p><input checked="" type="radio"/> Appealing and eye-catching. CORRECT!</p> <hr/> <p><input type="radio"/> Discounts are only presented if the the customer asks. Don't hide the discount to increase your total sales. It's likely the customer already knows the sales price by word-of-mouth.</p> <hr/>	

# 9. Summary

<b>Lesson</b>		Summary	
<b>BLOCK ID</b>	<b>9.1</b>	<b>BLOCK TYPE</b>	Text on Image
<b>NOTES</b>		<b>CONTENT</b>	
			

<b>Lesson</b>		Summary	
<b>BLOCK ID</b>	<b>9.2</b>	<b>BLOCK TYPE</b>	Paragraph
<b>NOTES</b>		<b>CONTENT</b>	
		<p>The BOOST YOUR WINE SALES course is almost complete.  <b>It is now time to go apply the 5 tips and boost your sales by 20%.</b>  <b>When the market is over, come back to this course and answer this final question.</b></p>	

<b>Lesson</b>		Summary	
<b>BLOCK ID</b>	<b>9.3</b>	<b>BLOCK TYPE</b>	Knowledge Check
<b>NOTES</b>		<b>CONTENT</b>	
		Did the 20% sales boost result in sales exceeding \$1000.00	

<b>Lesson</b>		Summary	
<b>BLOCK ID</b>	<b>9.4</b>	<b>BLOCK TYPE</b>	Continue
<b>NOTES</b>		<b>CONTENT</b>	
Red Background		Questions?	