

### What we do

Grappolo Wine School specializes in developing comprehensive, customized curriculums and staff training that are tailored to your concept.

- Wine education
- Beverage-focused hospitality education
- Consultation services

Our approach is rooted in hospitality thanks to decades of experience in the industry. We design our classes to provide the latest information and knowledge with the end goal of helping your staff gain a deeper understanding and appreciation of wine.

Our options range from foundational knowledge to regionally specific classes to arm your team with the knowledge and skills to take wine sales (and the guest experience) to the next level.

After an initial consultation, we present a curriculum-based proposal catering to your goals and needs.





#### Inclusive, Interactive, Experiential

#### Goals

to develop tasting skills, increase selling confidence, and deepen knowledge of the wines on your list

#### **Examples of classes**

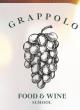
Wine 101: from soil to glass
Old World vs. New World
Honing your wine vocabulary

Regional-specific classes: Italy, France, USA
Identify the structure of wine (acid, tannin, alcohol, etc)
Basics of food and wine pairing: what works, what doesn't
"I like Pinot Grigio".. alternative grape suggestions

#### Investment: starting at \$400 per class

includes up to a 2 hours class and digital training material. Host provides all the wine and printed material

prices subject to change until an official estimate is given



# Staff Service Training

#### Hospitality with a capital H

We use your menu, wine list, and space as a guide to reinforce the art of taking care of the guest and guiding your team through role-playing while learning mechanics.

#### Focus on the guest experience

Proper table service
Upselling in disguise
Guiding the guest

#### Investment: starting at \$400 per class

includes up to a 2 hours class and digital training material. The host provides all the wine and printed material

prices subject to change until an official estimate is given



## Aroma Workshop

Our most impactful experience is a journey through the nose. Experiential walk-around training learning to identify over 50 key aromas in wine, where they derive from, and how climate/grape/winemaking contribute to those aromas.

Blind-smelling singular components while expanding one's "taste memory" and wine descriptions. Great for teambuilding too.

Concluding with a blind tasting.

Investment: \$500

Up to 20 attendees

\$50 for every 5 additional

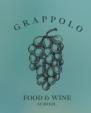
Can be scaled for up to 100+ people

includes a 2hr workshop, all the aromas, and digital handouts.

The client provides sufficient space, wines for tasting, glassware, and printed material

prices subject to change until an official estimate is given

# LIST CONSULTATION + PROGRAM DEVELOPMENT



Don't have the time or the staff to build a profitable wine program? We can help.

#### **Services**

COGs evaluation
Profitability improvement
Building a list that reflects the concept
Wine dinner conception
Wine dinner guest speaking

Cost: initial consultation needed



#### **Industry Credentials**

Master's degree: Wine Culture and Communication - University of Gastronomic Sciences

Certified Wine Educator + Certified Specialist of Wine

Vinitaly International Academy Certified Italian Wine Educator

Italian Wine Ambassador - Vinitaly International Academy

Official Orvieto Ambassador

**Certified Sommelier** 

**WSET III** 

#### **Past Clients**





RESTAURANT NO OLIVIA



#### Why Choose Grappolo Wine School?

BECAUSE OUR FOUNDATION IS ROOTED IN HOSPITALITY





BECAUSE INVESTING IN YOUR TEAM LEADS TO STAFF RETENTION

BECAUSE WE UNDERSTAND YOUR BUSINESS





BECAUSE A DIFFERENT VOICE IN FRONT OF YOUR TEAM RESONATES LOUDER

BECAUSE WINE IS
COMPLEX, WINE
EDUCATION SHOULDN'T BE





BECAUSE WE ARE PASSIONATE ABOUT YOUR SUCCESS

BECAUSE ARMING STAFF WITH KNOWLEDGE LEADS TO A BETTER GUEST EXPERIENCE





BECAUSE OUR PROCESS
IS PERSONAL

