

## WINE EDUCATION: Class Values\* - \*(January 2022)

*"Wine Education lasts longer than a wine promotion"*

Below is a list of the current 'value' of each wine class, per-person for New Zealand 'Trade' Accounts / Staff.

\***Value** = related to level of industry experience and wine knowledge provided, tasting stock, content (e-booklets), EISCH stemware \*(where possible), and other specific \*resources and tools made available.

- **Stage 1 Wine Class - (Introductory level)**  
2-hour session - (9 x varietal wine styles, 30-page e-booklet, glassware etc...) - **\$95 (pp)**
  - **Stage 2 Wine Class - (Intermediate level)**  
2-hour session - (10 x wines, 30-page e-booklet, glassware etc...) - **\$120 (pp)**
  - **Champagne / Sparkling Wine Class - (Introductory level of knowledge, e-booklet)**  
2 hours = (Cava, Prosecco, Sekt, Méthode & Champagnes) - **\$120 (pp)**
  - **European Focus Wine Class - (Introductory level of knowledge, e-booklet)**  
2 hours = (e.g. Portugal, Spain, Germany, France & Italy)\* - **\$95 (pp)**
  - **Methodology Wine Class - (Intermediate level of knowledge, e-booklet)**  
1½ hours - (9 x wines) - **\$90 (pp)**
  - **All Things Sweet Wine Class - (Intermediate level, e-booklet)**  
1½ hours = \*(Dessert Wine Styles, Marsala, Sherry, Port Wines) - **\$90 (pp)**
  - **Wine & Food Pairing Class - (Introductory level, e-booklet)**  
1½ hours = \*(6 x Mixed Wine Styles, 5 x Cheeses, 1 x Chocolate paired) - **\$60 (pp)**
  - **Port & Chocolate Experience - (Introductory level, e-booklet)**  
1½ hours = (6 x Port Wines, 6 x Chocolates paired) - **\$60 (pp)**
  - **Light, Medium & Fuller Style Wine Classes - (3 x Theme Options)\***  
\*(NB: Separate **White** + **Rosé** + **Red** wine classes) - (Introductory level)  
1½ hours each session = \*(9 x wines per class) - **\$60 (pp)**
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- **EISCH 'SensisPlus' Glass Tasting Experience**  
1¼ hours - \*(6 x wines, Eisch 'SensisPlus' 3 x Glass Tasting Packs) - **\$30 (pp)**
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- **Bespoke: 'One-on-One' - 'Account Focused' - Staff Wine Education Sessions**  
\*(For Key Trade Accounts, Wine Service & Menu Pairing, Degustation Design). - **\$450 p/hr\***  
\*\*(NB: Tasting wines and specific printed material not included)

*\*(All wine class values shown include GST - \*conditions & additional expenses may apply for 'bespoke' sessions)*

\* Wines Supplied by Hancocks