

## WINE TRADE CRAFT: Session Values\* - \*(January 2023)

“Wine Education lasts longer than a wine promotion”

Below is a list of the current ‘value’ of each wine session, 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*)  
1½ hour session - (9 x varietal wine styles, 30-page e-booklet, glassware etc...) - **\$90** (pp)
  - **Stage 2 Wine Class** - (*Intermediate level*)  
2-hour session - (10 x wines, 30-page e-booklet, glassware etc...) - **\$120** (pp)
  - **Sparkling / Champagne Wine Class** - (*Introductory level of knowledge, e-booklet*)  
2 hours = (9 x wines: Cava, Prosecco, Sekt, Méthode & Champagnes)\* - **\$120** (pp)
  - **Champagne Master Class** - (*Intermediate level of knowledge*)  
1½ hour session = (9 x Champagnes)\* - **\$180** (pp)
  - **European Focus Wine Class** - (*Introductory level of knowledge, e-booklet*)  
1½ hour session = (9 x wines: e.g. Portugal, Spain, Germany, France & Italy)\* - **\$90** (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 = \*(9 x wines: 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) - **\$90** (pp)
  - **Port & Chocolate Experience** - (*Introductory level, e-booklet*)  
1½ hours = (6 x Port Wines, 6 x Chocolates paired) - **\$90** (pp)
  - **Light, Medium & Fuller Style Wine Session** - (3 x Theme Options)\*  
\*(NB: Separate **White** + **Rosé** + **Red** wines, or **Combined Package**) - (*Introductory*)  
1½ hours each session = \*(9 x wines per session) - **\$90** (pp)
  - **30 Minute Module : Light, Medium & Fuller Style Wine Session** - (3 x Theme Options)\*  
\*(NB: Separate **White** + **Rosé** + **Red** wines) - (*Introductory*)  
30 minute session = \*(3 x wines per session) - **\$30** (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 Trade Craft 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 session values shown include GST - \*conditions & additional expenses may apply for ‘bespoke’ sessions)

\* Wines Supplied by Hancocks