

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

*"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 - \*(conditions will apply).

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

- **An Introduction to Wine** - (Introductory level)  
1½ hour session - (6 x varietal tasting wines, 29-page e-booklet) - **\$60 (pp)**
  - **A Closer Understanding of Wine** - (Intermediate level)\*  
2-hour session - (6 - 9 x wines, 29-page e-booklet) - **\$90 (pp)**
  - **Sparkling / Champagne Wine Class** - \*(Introductory level of knowledge, e-booklet)  
2 hours = (6 - 9 wines: Cava, Prosecco, Sekt, Méthode & Champagne) - **\$90 (pp)**
  - **Champagne Master Class** - (Intermediate level of knowledge, e-material)  
1½ hours - (6 x Champagne Styles)\* - **\$120 (pp)**
  - **European Focus Wine Class** - (Introductory level of knowledge, e-booklet)  
2 hours = (6 - 9 x wines: e.g. Portugal, Spain, France & Italy)\* - **\$90 (pp)**
  - **Methodology Wine Class** - (Introductory level of knowledge, e-booklet)  
1½ hours = (6 x wines: e.g. - uniquely farmed & crafted)\* - **\$60 (pp)**
  - **All Things Sweet Wine Class** - (Introductory level, e-booklet)  
1½ hours = \*(6 x Dessert Wine Styles, Marsala, Sherry, Port Wines) - **\$60 (pp)**
  - **Wine & Food Pairing Class** - (Introductory level, e-material)  
1½ hours = \*(6 x Mixed Wine Styles / 5 x Cheeses, 1 x Chocolate paired) - **\$60 (pp)**
  - **Port Wine & 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 wines, or Combined Package) - (Introductory level)  
1½ hours each session = \*(6 x wines per class) - **\$60 (pp)**
  - **30 Minute Modules - Light, Medium & Fuller Style Wine Classes - (3 x Theme Options)\***  
\*(NB: Separate White • Rosé • Red wine classes) - (Introductory level)  
30 minute sessions = \*(3 x wines per session) - **\$30 (pp)**
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- **EISCH 'Sensis-Plus' ESSENCA Stemware Tasting Experience**  
1¼ hours - \*(6 x tasting wines, plus 3 x Eisch 'ESSENCA' glasses to use) - **\$45 (pp)**
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- **Bespoke: 'In-House' - 'Venue Focused' - 'Wine Education / Trade Craft Sessions'**  
\*(Specific to each Venue, Wine Service & Menu Pairing, Degustation Design). - **\$350 p/h\***  
\*(NB: Tasting wines, specific printed material, pre-approved expenses not included) - \*(excl. GST)