



(303) 933-3200 | [www.vinmarket.com](http://www.vinmarket.com) | 5800 Franklin St. #102, Denver, CO 80216

## FAQs

*Will I have preliminary information about what account calls we'll be making and our focus in advance of my visit?*

There will be an itinerary forwarded the Friday prior to the week of your visit, which will include call-agenda as well as meeting place and time.

*How will I contact the representatives I will be working with?*

We keep an up-to-date roster on the market visit tips webpage you were just on. You can find the URL here: <https://www.vinmarket.com/market-visit-tips/>

*Will each representative have samples for their sales day?*

Yes, and we encourage dialogue with each person you'll be working with to determine specifics for their markets.

*What is the typical business attire for Denver and other Colorado sub-markets?*

Business casual is a great choice—it's rare you'll find someone in a suit here. Expect at least a moderate amount of walking...practical footwear is a lifesaver.

*What can I expect as it pertains to Colorado winter weather?*

Check the weather before heading this way to make sure you've packed appropriately. We use [National Weather Service](#).

Big fluctuations in temperature are common. We recommend layers, as well as footwear that offers warmth and traction. Winter travel will make a front- or all-wheel drive vehicle with good tires a must—you'll want to make appropriate rental arrangements in advance.

*Am I going to have time presenting at a VinMarket company sales meeting?*

Depending on the timing of your visit—and substance of previous visits—we may request your help in educating our staff. Please coordinate with the Director of Sales.



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*Am I going to have face time with VinMarket management?*

Our focus is for you to sell your products, and form relationships with the sales team—and accounts. Management may make arrangements for a more (or less) formal meeting dependent on schedule, previous contact, and timing. We will be in touch to discuss as your visit approaches.

*Will I be able to present new product(s) while I'm here?*

Our principal efforts are to increase sales and distribution of the existing skus in the VinMarket inventory. We ask that new item presentations are made to management independent of the time spent in the field. Likewise, any special pricing should be finalized and approved by management prior to your visit.