

# VIRTUAL WINE TASTING SESSION



EXECUTIVE  
EDUCATION



## Sustainability in Practice – How Innovation in Sustainability Makes Great Tasting Wines! Master Sommelier Gillian Ballance from Beaulieu Vineyard and Beringer Vineyards Thursday, November 19 at 12:00 pm PST



Thank you for joining us for this exciting session.

Master Sommelier Gillian Ballance will share the stories of two iconic Napa wineries and their innovative sustainability programs both in the vineyards and in the wineries. She will also show us how to properly taste and enjoy wines with food pairing suggestions.

Plenty of time will be reserved for Q&A too!



# RECOMMENDED WINES

Below are the recommended wines to purchase in several geographic locations. For US attendees, we encourage you to buy directly from the wineries at [The Wine Shop](#) to receive special pricing! Due to local laws in the USA, wine cannot be shipped to the following states: Alabama, Arkansas, Delaware, Indiana, Kentucky, Louisiana, Michigan, Mississippi, New Jersey, Ohio, Oklahoma, Rhode Island, South Dakota, Utah, Wyoming. Please note, someone over the age of 21 must be present to sign for alcohol deliveries.

**No purchase is required to attend this session.**

*Where to Buy Beaulieu Vineyard and Beringer Vineyards wines around the globe*

**USA** – The Wine Shop – Use Promo Code UNICON to receive 30% off all wines!

[Beringer Luminous Chardonnay](#)

[Beaulieu Vineyard Rutherford Cabernet](#)

(Order by November 9<sup>th</sup> to guarantee delivery by the 19<sup>th</sup>)

**UK** – The Winery Collection

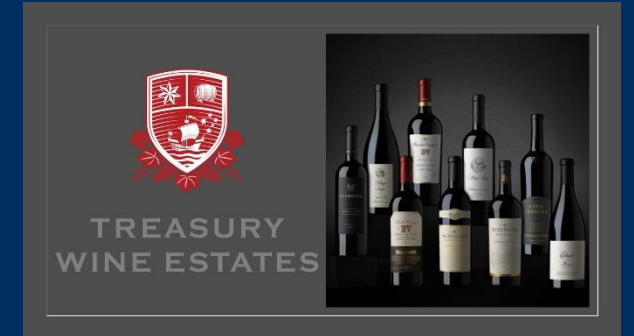
[Beringer Private Reserve Chardonnay](#)

[Beaulieu Vineyard Rutherford Cabernet](#)

**Canada – Ontario**

[Ontario - Beringer Napa Valley Chardonnay](#)

[Ontario - Beringer Knights Valley Cabernet](#)



**Canada – British Columbia**

[BC - Beaulieu Vineyard Napa Cabernet](#)

[BC - Beringer Private Reserve Chardonnay](#)

**Canada – Alberta**

[Alberta - Beringer Luminous Chardonnay](#)

[Alberta - Beaulieu Vineyard Rutherford Cabernet](#)

**Canada – Quebec**

[Quebec – Beringer Luminous Chardonnay](#)

[Quebec - Beringer Knights Valley Cabernet](#)

**Hong Kong**

[Beringer Napa Valley Chardonnay](#)

[Beaulieu Vineyard Rutherford Cabernet](#)

# BIOGRAPHY



Gillian Ballance MS, DWS has spent the last 20 years working in the best fine dining restaurants, hotels and resorts in the United States.

Ms Ballance began her career at The Rainbow Room, one of the most beloved restaurants in New York City, and worked under Andrea Immer Robinson. While there, Ballance's thirst for knowledge and passion for wine became evident, so when Andrea became the Beverage Director at the **Windows of the World Restaurant**, she took Gillian with her.

Exposed to a cellar with over 100,000 bottles was the best education a passionate wine enthusiast could have and Ballance's career soared. Her career includes opening up Cello in NYC, Wine and Beverage Director at Bacara Resort in Santa Barbara, Plumpjack Group's Wine Director, Wine Consultant and Sommelier for Bottega Restaurant in Napa Valley, Wine Director at the luxurious Cavallo Point. Currently Ballance is the National Education Manager at Treasury Wine Estates.

Ballance has been featured in numerous publications like Wine Spectator, Food and Wine Magazine and an abundance of Trade publications. She has also judged at several wine competitions and conducts wine seminars and lectures across the United States.

In 2012 Ballance passed the esteemed Master Sommelier Diploma Exam through the Court of Master Sommeliers, representing one of 30 women in the world. She received her Higher Certificate of Distinction as well as her Diploma in Wines & Spirits from the British Wine and Spirits Education Trust. In 2016, Ballance became an Approved Education Provider for the WSET Wine and Spirit courses. This year, Ballance was appointed to sit on the James Beard Foundation Beverage Advisory Board.