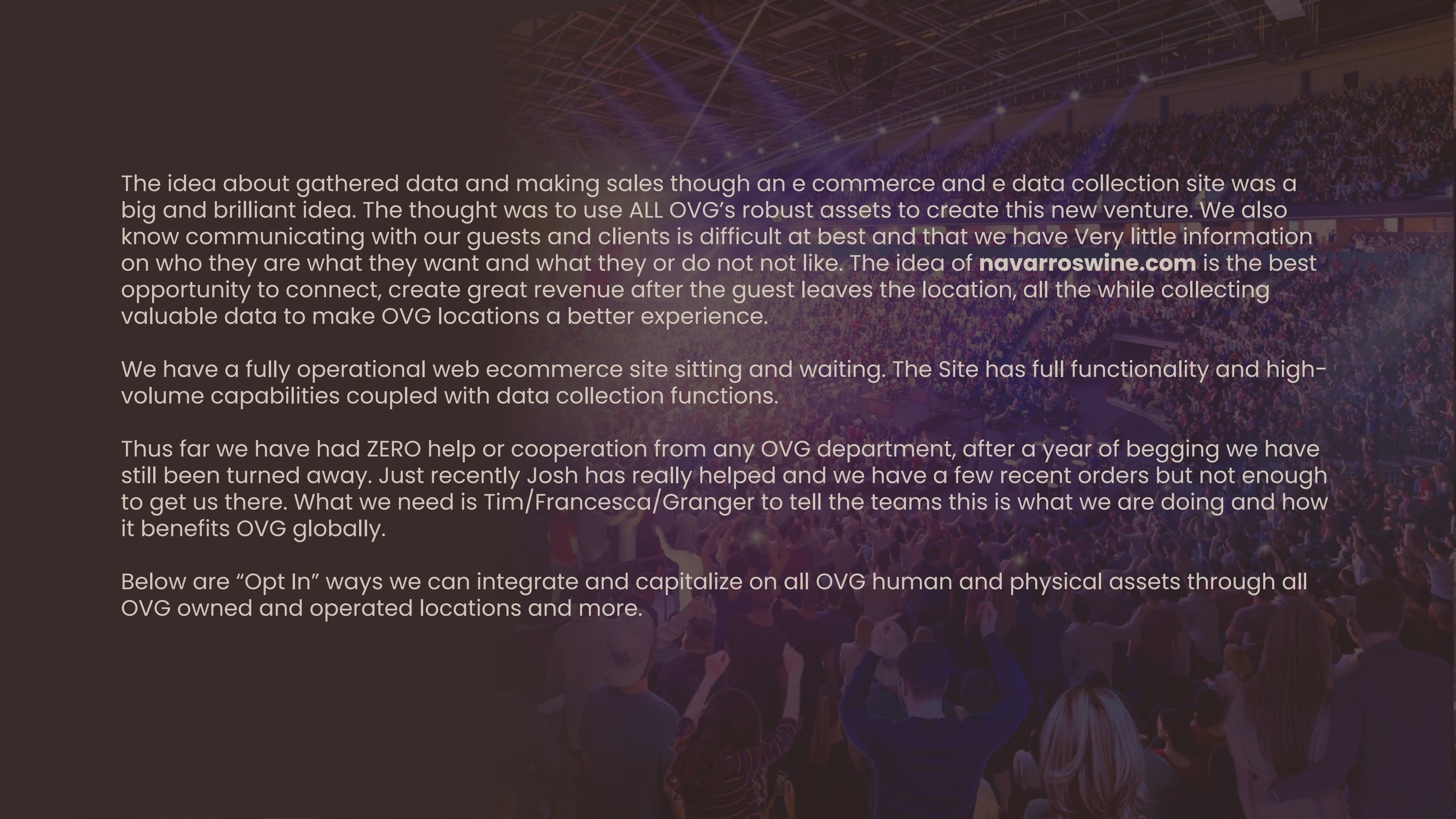


navarro's

www.navarroswine.com

E-COMMERCE & GIFTING SOLUTIONS



The idea about gathered data and making sales through an e-commerce and e-data collection site was a big and brilliant idea. The thought was to use ALL OVG's robust assets to create this new venture. We also know communicating with our guests and clients is difficult at best and that we have Very little information on who they are what they want and what they or do not like. The idea of **navarroswine.com** is the best opportunity to connect, create great revenue after the guest leaves the location, all the while collecting valuable data to make OVG locations a better experience.

We have a fully operational web e-commerce site sitting and waiting. The Site has full functionality and high-volume capabilities coupled with data collection functions.

Thus far we have had ZERO help or cooperation from any OVG department, after a year of begging we have still been turned away. Just recently Josh has really helped and we have a few recent orders but not enough to get us there. What we need is Tim/Francesca/Granger to tell the teams this is what we are doing and how it benefits OVG globally.

Below are "Opt In" ways we can integrate and capitalize on all OVG human and physical assets through all OVG owned and operated locations and more.

SUITES

Put a one-sheet page of marketing materials describing navarroswine.com. On the marketing material sheet with a QR code, a description of what **navarroswine.com** is, bullet points on special benefits, discounts, and access if they sign up to the electronic mailing list. We can make each O&O have their own landing page that is completely trackable.



QR CODE MARKETING

TICKETS QUE

Have Standing QR code station at entrances. sheet there will be a QR code, a description of what **navarroswine.com** is, bullet points on special benefits, discounts, and access if they sign up to the electronic mailing list.

CONCESSION OUTLETS

Put a one-sheet page of marketing materials describing **navarroswine.com** On the marketing material sheet there will be a QR code, a description of what **navarroswine.com** is, bullet points on special benefits, discounts, and access if they sign up to the electronic mailing list.

But have the QR code go specifically to the product page of the concessionaire (Casamigos, Gallo, Moet etc.). Perhaps special member discounts, or benefits. This will help with the depletions that the brands are constantly complaining about and will help Partnerships close deals.

KNOW BEFORE YOU GO

Include the QR code and some information on the email.



navarro's

Special Discounts
Member Events
Luxury Hospitality
Fine Wine & Spirits
Artisan Meats
Premium Food and Accessories
Custom Events & Catering
Curated Concierge Service

FINE & RARE PROCUREMENT:
FINE.RARE@NAVARROSWINE.COM

and much more at

www.navarroswine.com
@navarroswine



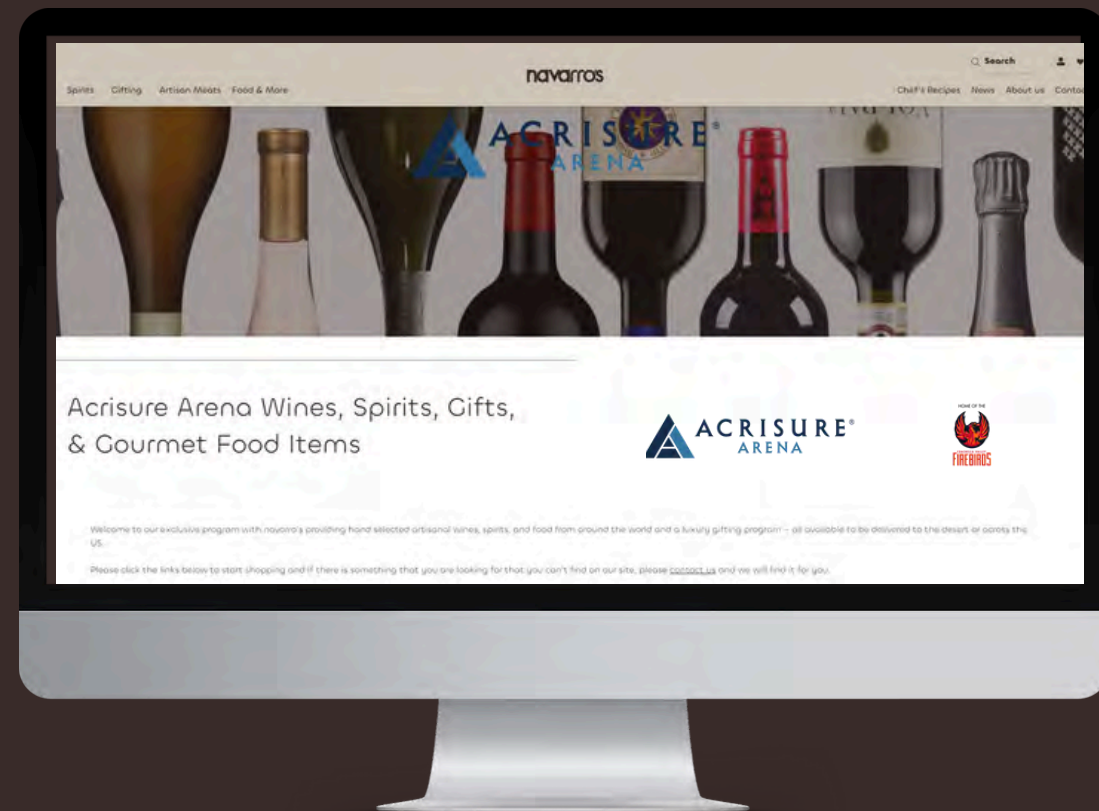
OVG EVENTS

At Every OVG event (Venues Now, etc. etc.)
navarroswine.com has a booth or activation to will push the
narrative.



OVG MANAGED PROPERTIES

Do the same as with the Suites, Ticket Que, and Concession outlets etc.
We will include a revenue share and data share where applicable, thus
adding more value to OVG as a full solution organization.



STADIUM CLUBS AND INVITED CLUBS

Send them an offer about **navarroswine.com** and include a weekly offer with special discounts. Also have a Wine of the month club, Food club, Meat and food program with weekly special offers and. All with a little info about OVG happenings and venues with some sort of benefit.



EMPLOYEES

It's my understanding OVG has over 63k in employees. Send offers with a special employee discount, much in the same way as we are doing with the QR code in the arenas. This allows OVG to add some sort of messaging, and appreciating the team with benefits etc.



BUSINESS ASSOCIATES

Urge the people & People OVG does business with to engage in **navarroswine.com**



SILVER LAKE



SHAWMUT

POPULOUS®

WINE CLUB

Have a monthly wine club that offers a low, Medium, and High offering where people can sign up for 3, 6, or 12 months. We would offer one bottle of wine, including color brochure, information on the wine, the region, the property etc. Also include more information about OVG and navarro's.



SPIRITS CLUB

Have a monthly spirits club that offers a low, Medium, and High offering where people can sign up for 3, 6, or 12 months.

We would offer one bottle of a spirit, including color brochure, information on the spirit, the region, the property etc.

Also include more information about OVG and navarros.



FOOD CLUB

Have a monthly Food club that offers a low, Medium, and High offering where people can sign up for 3, 6, or 12 months.

We would offer one food item, including color brochure, information on the food, the region, the property etc.

Also include more information about OVG and navarros.



MEAT PROGRAM

We are fully locked and loaded to offer a daily if needed Meat delivery directly drop shipped from our specific Butcher. These products include Steaks, Pork, Bacon etc. These products are items we have hand selected for use in our locations across the country. There are partnership possibilities here.



GIFTING

PARTNERS AND FRIENDS

Engage with partnerships to do their deliveries, and gifting. Companies like Dell, Verizon, UBS, CFG etc. need to do gifting. Our bankers, our lawyers, our business associates all do gifting. I believe we can also go out to other outside companies not in our echo system as well.

HOLIDAY

Reach out to all avenues of possible revenue offering online one stop shopping for all their needs



TEAM AND BAND MERCHANDISE SELLING

We know the team or band gets the lion share of the revenue. That said for bands, if all things were even and we made this offer to the team or brand, and they had the choice between Barclays and UBS, couldn't that little thing that pushes them to us? For teams its just an easy Passive revenue source they don't have to do the work on



WEB

FOR “OPT IN” PEOPLE

Weekly communication with products for sale how to integrate them in to recipes, lifestyle information fun little bits of info, stories on locations etc.

SURVEY

after each transaction, or signup on the sight we send a survey asking questions that gives us information on our guests, wants, needs, and complaints.



CREDIT CARD PARTNER

Partner with a credit card company to offer special experiences, gifts, couture white label products in exchange for reaching their targeted customer base

