

# Wine Club vs Monthly Subscription

| Perk/Benefit                                       | Wine Club                              | The Enthusiast                               | The Connoisseur  |
|--|--|--|--|
| # Bottles per Year                                 | 12-48                                  | 24   | 24   |
| Price per Bottle                                   | 30% off Retail                         | Included,<br>\$30/month                      | Included,<br>\$40/month  |
| Your Choice of Wines                               | Category (Fruits, whites, and/or reds) | Any 2 fruit, white, and/or red wines a month | Any 2 wines a month (limit 1 dessert or limited release a month) |
| Member Discount                                    | 20%                                    | 20%  | 20%  |
| Seasonal Dessert Wine Discount (4 bottle purchase) | 25%                                    | 25%  | 25%  |
| Unlimited Tastings for Two                         | Yes                                    | No   | No   |
| 2 Free Glasses per Month                           | Yes                                    | Included                                     | Included   |
| \$10 Birthday Credit                               | Yes                                    | No   | No   |
| \$10 Referral Credit                               | Yes                                    | No   | No   |
| Early access to Limited Wines and New Releases     | Yes                                    | Yes*   | Yes  |
| Wine Club Member Exclusive Releases and Events     | Yes                                    | Yes*   | Yes  |

\* \$30 subscription does not include limited or dessert wines.