

S U T R O



WOMAN POWERED
VINE TO BOTTLE VOLCANIC WINE

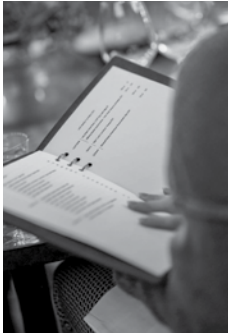
Est. 2012

snatch that wine list!

QUICK TIPS FROM FEMALE SOMMELIERS TO INSPIRE AND EMPOWER WOMEN ORDERING WINE IN RESTAURANTS

#1 when in doubt

- Like goes with like! Consider the cuisine that you're eating and try a wine from a similar region. For example: Pasta Puttanesca, traditionally from Sicily, will go great with a Sicilian wine.
- Generally speaking, light fare can be elevated with light wines: bubbles, white wine and rosés. Rich foods can be accentuated by reds. Play around and see what brings you the most joy!
- Sometimes color will also help: for example, a nice salmon or tomatoes are perfect with rosé.
- Usually wines with higher acidity will go best with seafood such as oysters, and wines with bigger tannins go well with fat (*that's the reason steak goes so well with Cabernet or Syrah*).
- Also if you are not sure how to describe something maybe ask to taste two wines available by the glass. That will help us to determine what direction to go and what you really like. And if you find something you like, don't be afraid to ask the sommelier how you can describe/ask for a similar wine next time you are out.
- Order domestic pinot noir. It pairs with nearly everything and has broad appeal.



#2 how to talk to a Somm.

- Talk about your general preferences. Do you want to try something local or are you open to the World? Do you want something lean and bright, juicy and round, funky and earthy, or something adventurous, something with oak, something rich and dark? Do you want a fresh wine or something with age? What are you comfortable spending for this occasion?
- You don't need technical words or flavor descriptors to articulate what you want. Say something like, "I recently had _____ and I loved it," or "I tried _____ and it was too _____ for me." Those clues will help us understand your tastes better than jargon.
- If you are attending a group dinner, business meal or first date, check out the wine list beforehand. Most of them are online. It can be hard to engage in conversation with your dining companions if you are reading a 20 page wine list.
- You can tell a somm your budget without saying it in front of your guests. Say, "I was thinking about something like _____," and point to the price.
- Tell us what you like, for example: lighter or heavier wine, or fruity or drier. Take pictures of wines you enjoyed in the past and let us know if you are open to suggestions. Be honest with your sommelier - there's nothing wrong with talking price range, that way we can find the best wine for any budget.

#3 **don't forget**

- There is scientific evidence proving that women are better smellers and tasters than men. Have confidence knowing that you are more qualified to make the wine call!
- Sommeliers are at restaurants to help you find the best wine for your tastes and budget, but we also want you to have a good time. If we recommend a bottle of wine that you love and also make you laugh at the table, we have done our job.
- There are more female sommeliers now than ever before so don't be intimidated to ask questions. They are there to assist and guaranteed they love to help a fellow sister feel empowered to Snatch That Wine List!

#4 **empower yourself**

- Find a local wine shop that hosts guided tastings and start asking questions.
- Book wine tastings that include educational components, like a vineyard hike.
- Check out Woman Owned Wineries by Amy Bess.
(website: womanowned.wine)

wine school



ODYSSEY
WINE ACADEMY

INTRODUCTORY CLASSES
AT ODYSSEY WINE ACADEMY
IN HEALDSBURG, CA

recommended reading

WINE FOLLY: The Essential Guide to Wine
by Madeline Puckette and Justin Hammack

WINE FOR NORMAL PEOPLE: A guide for Real People
Who Like Wine, But Not the Snobbery that Goes with It
by Elizabeth Schneider

THE NEW WINE RULES: A Genuinely Helpful Guide
to Everything You Need to Know
by Jon Bonné

Windows On the World
by Kevin Zraly

Men Explain Things to Me
by Rebecca Solnit



THANK YOU FOR YOUR PARTICIPATION

EMILY CARLSON, WINE DIRECTOR AT BARNDIVA, HEALDSBURG, CA

*VALENTINA AMELIA MOYA, ASSISTANT GENERAL MANAGER/BEVERAGE DIRECTOR/
SOMMELIER AT WATERBAR, SAN FRANCISCO, CA*



This booklet was produced by Alice Warnecke Sutro for inclusion in our 2023 end of year gift packages. Our intent is to empower women to Snatch That Wine List by providing simple tips for navigating a restaurant wine list and the ordering process. This is a living document and will be updated annually. If you are a female sommelier/ wine industry professional with tips to share please reach out to the all-female team at **SUTRO** Wine Co. to participate in future editions of Snatch That Wine List.



*Our wine is made from grapes grown by Alice and her Aunt Margo.
Warnecke Ranch and Vineyard is family owned and operated since 1972
over 100 years on the Russian River in Alexander Valley*

*13301 Chalk Hill Road, Healdsburg, CA || (707) 509 - 9695
www.sutrowine.com || alice@sutrowine.com*