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362079. Michael Jackson—*Bad*. Title Cut: The Way You Make Me Feel; more! (Epic)



361618. Terence Trent D'Arby—*The Hardline*. Wishing Well: If You Let Me Stay; etc. (Columbia)



361519. INXS—*Kick*. Need You Tonight, Wild Life; The Loved One; Mediate; more! (Atlantic)



360115. Bruce Springsteen—*Tunnel of Love*. Title cut: Brilliant Disguise; etc. (Columbia)



359075. Aerebent—*Permanent Vacation*. Magic Touch; Rag Doll; etc. (Geffen)



362228. George Michael—*Faith*. Title Cut: Father Figure; Hard Day; One More Try; etc. (Columbia)

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DOKKEN Back For The Attack 363457 (COLUMBIA)	THE JETS MAGIC 362929 (Epic)	CHER 362929 (Epic)	PAUL CARRACK One Good Reason 362929 (Epic)	BRYAN FERRY BETHE NOIRE 362929 (Epic)	362499 (Epic)
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Now the Club operates. Every four weeks (13 times a year) you'll receive the Club's music magazine, which describes the Selection of the Month... plus hundreds of alternates from every field of music. In addition, up to six times a year you may receive offers of Special Selections, usually at a discount off regular Club prices, for a total of up to 19 buying opportunities.

If you wish to receive the Selection of the Month or the Special Selection, you need do nothing—it will be shipped automatically if you prefer an alternate selection, or none at all, simply fill in the response card always provided and mail it by the date specified. You will always have at least 10 days to make your decision. If you ever receive any Selection without having had at least 10 days to decide, you may return it at our expense.

The selections you order during your membership will be billed at regular Club prices, which currently are \$7.98 to \$9.98—

plus shipping and handling. (Multi-unit sets, special and classical selections may be somewhat higher). And if you continue as a member after completing your enrollment agreement, you'll be eligible for our generous money-saving bonus plan!

10-Day Risk-Free Trial! We'll send details of the Club's operation with your introductory shipment. If you are not satisfied for any reason whatsoever just return everything within 10 days for a full refund and you will have no further obligation.

And here's how to get 2 more albums FREE! You may also choose your first selection right now and we'll give it to you for up to 50% off regular Club prices—only \$3.98. Enclose payment now and you'll receive it with your introductory albums. This discount purchase immediately reduces your obligation—you then need buy just 7 more selections (instead of 8) as a Regular Member, only 3 more (instead of 4) as a Trial Member in the next three years. What's more, this discount purchase also entitles you to still 2 more albums FREE! Just fill in the spaces provided on the application.

My main musical interest is in (check one):
☐ Hard Rock (Robert Plant, Bruce Springsteen)
☐ Soft Rock (George Harrison, George Michael)
☐ Pop (Neil Diamond, Barry Manilow)
☐ Heavy Metal (Metallica, AC/DC)
☐ Black Music (Morris Day, The J.B.s)
☐ Easy Listening (Mantovani Orch., etc.)
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
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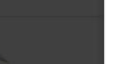
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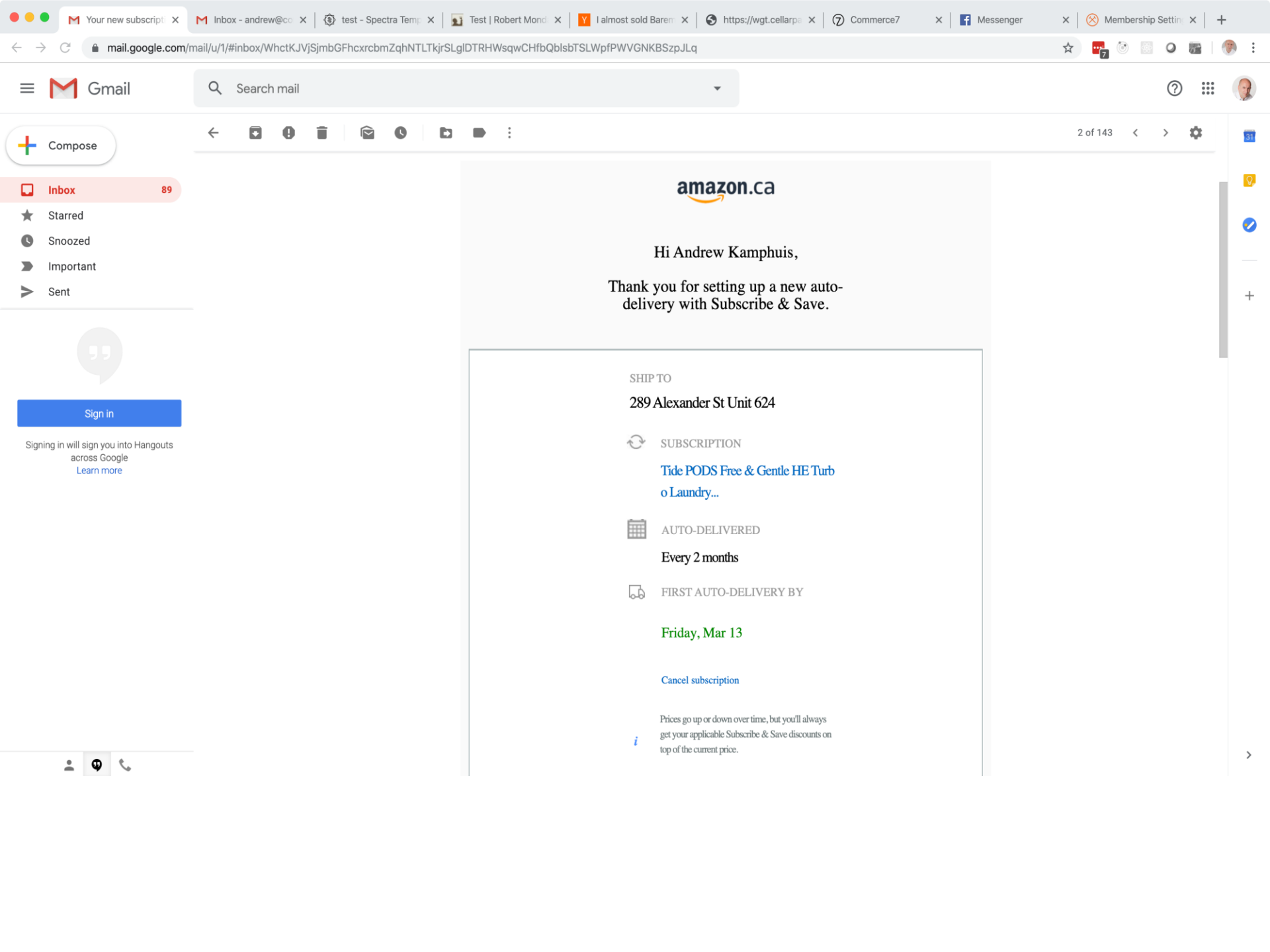
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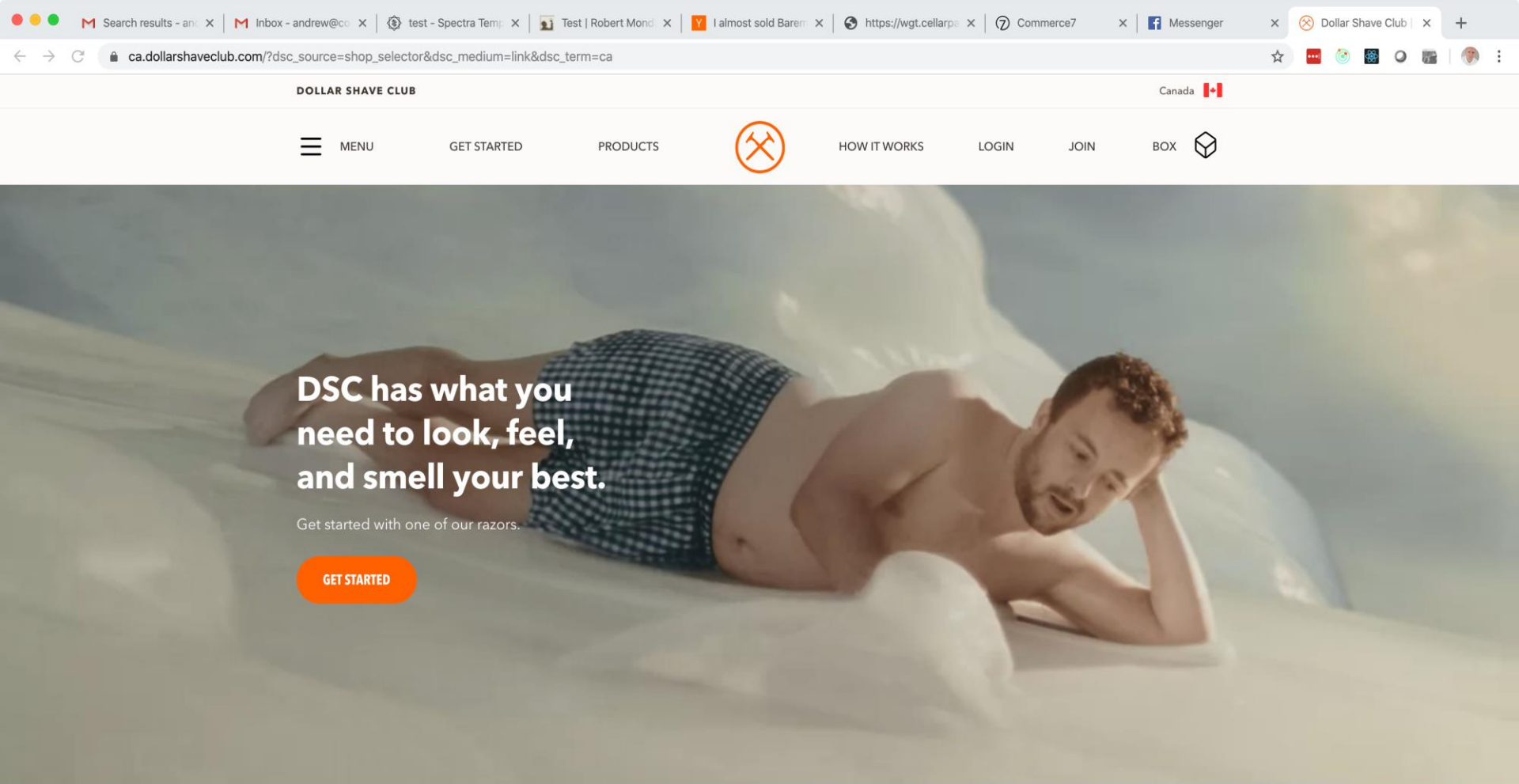
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691



☒ Billing address same as shipping address

Subtotal (2 Items)	\$15.00 CAD
Shipping & Handling	\$6.00 CAD
Tax (PST)	\$1.47 CAD
Tax (GST / HST)	\$1.05 CAD
Total	\$23.52 CAD

Your subscription will be billed at \$44.20 every 2 months with Free Shipping. We'll send a reminder email before each box so you have enough time to modify or cancel your plan.

By clicking "Agree & Complete Order", you are accepting our [Terms](#) and [Privacy Policy](#), and you understand that your

 Help



Welcome to the Club

We've sent your receipt to andrewkamphuis@gmail.com and your box should arrive in 4-6 working days (excluding weekends and holidays) after the order has been processed.

GO TO MY DSC

Welcome, Andrew!

You're about to look, smell, and feel your best.

[View your box](#)



Let's save time by showering together.

Introducing 2-in-1 Wanderer shower products. Get clean in record time. Now let's hit the showers.


SHOP WANDERER

?

Help

Your next box ships Feb 10


Every 2 months [Edit](#)

- 

The Executive Razor Cartridges

4 pk


Qty 2

~~\$24~~ \$17.85
- 

Easy Shave Butter

170 g

Qty 1


~~\$8~~ \$6.80
- 

Hydrating Body Cleanser

Amber & Lavender

296 mL

Qty 1


~~\$8~~ \$6.80
- 

Hydrating Daily Face Cleanser

with Citrus & Hawaiian Ginger

88 mL

Qty 1

~~\$7~~ \$5.95
- 

Hydrating Hair and Scalp Shampoo

Sage & Black Pepper

296 mL

Qty 1

~~\$8~~ \$6.80

YOU HAVE 6 ITEMS IN YOUR NEXT BOX

Congrats! You're getting **15% off.**

ADD MORE ITEMS TO YOUR BOX

Subtotal (6 Items)

\$52.00 CAD

Handsome Discount (15% Off)

-\$7.80 CAD

Shipping & Handling

\$0.00 CAD

Tax (PST)

\$3.09 CAD

Tax (GST / HST)

\$2.21 CAD

Total

\$49.50 CAD

Shipping information

Shipping address on file

EDIT

Billing information

Payment method on file

EDIT

MANAGE YOUR
MEMBERSHIP

Update restock frequency

Change ship date

Cancel membership

NEVERMIND CONTINUE


Have questions? Contact us.

quick account controls.

EXPLORE MY DSC

**Introduce friends to the Club.
Earn DSC Credits when they join. Easy.**

EMAIL FACEBOOK



Get \$5 by sharing this with your friends.

SHARE VIA EMAIL

Share your unique link on the web and let your friends know you get \$5 CAD when they join the Club. Cha-ching!

Paste it anywhere:

http://fbuy.me/lz6VQ

powered by **friendbuy**

Shipping information EDIT

Andrew Kamphuis
289 Alexander Street
Unit 624
Vancouver, BC, V6A 1C2
Canada

Your email EDIT

andrewkamphuis@gmail.com

Your password EDIT

[Any questions? Check out our FAQs](#)

[Membership Settings](#)

[Logout](#)

Sign in

Signing in will sign you into Hangouts
across Google
[Learn more](#)



Congratulations!

Here's what's coming in your box.



Shave Starter Set

Qty 1

\$9.00 CAD



Shower Starter Set

Qty 1

\$6.00 CAD

Subtotal	\$15.00 CAD
Shipping & Handling	\$6.00 CAD
Tax (PST)	\$1.47 CAD
Tax (GST/HST)	\$1.05 CAD

Total	\$23.52 CAD
-------	-------------

LOOK GOOD?

Do we have the right info?

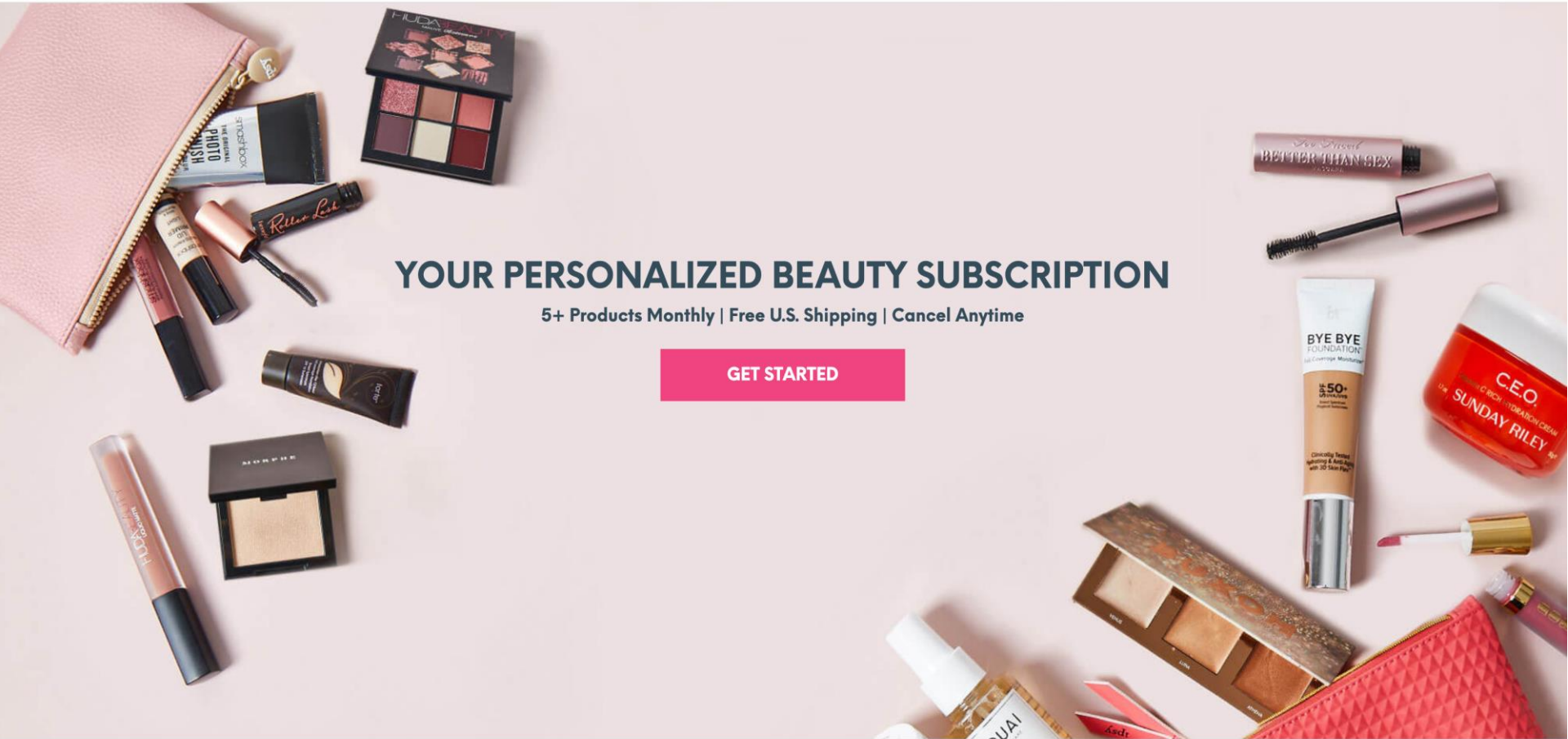
Your Ship Date Edit
Jan. 11

Edit

Box Frequency Edit
Every 2 Months

Edit

IPSY



YOUR PERSONALIZED BEAUTY SUBSCRIPTION

5+ Products Monthly | Free U.S. Shipping | Cancel Anytime

GET STARTED

Connect with us

Trending Now



Take this fun quiz to help us personalize your beauty sampling and shopping experience.



What is your skin tone?



FAIR



LIGHT



MEDIUM



TAN / OLIVE



DARK



DEEP

NEXT



What color are your eyes?



BROWN



HAZEL



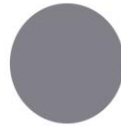
BLUE



GREEN



AMBER



GRAY



VIOLET



OTHER

BACK

NEXT



What color is your hair?



BLACK



DARK BROWN



LIGHT BROWN



BLONDE



RED



GRAY



WHITE



OTHER

BACK

NEXT



How comfortable are you with makeup?

- ☐ **Not Very Comfortable**
I rarely or never wear makeup because I don't know how to apply much of it.
-
- ☐ **Somewhat Comfortable**
I like makeup, but I am looking to learn more about what to wear and how to wear it.
-
- ☐ **Very Comfortable**
I am a makeup pro and I never leave the house without looking glamorous!

[BACK](#)[NEXT](#)



How comfortable are you with makeup?

- ☐ **Not Very Comfortable**
I rarely or never wear makeup because I don't know how to apply much of it.
-
- ☐ **Somewhat Comfortable**
I like makeup, but I am looking to learn more about what to wear and how to wear it.
-
- ☐ **Very Comfortable**
I am a makeup pro and I never leave the house without looking glamorous!

[BACK](#)[NEXT](#)



Which of these beauty brands do you love (or would love to try)?

bareMinerals	benefit SAN FRANCISCO	CharlotteTilbury	ciatÉ LONDON	CLINIQUE	COLOURPOP	DOSE OF COLORS	elf
essie	ESTÉE LAUDER	GLAMGLOW ^{REDWOOD, CALIFORNIA}	Glossier.	it ^{COSMETICS}	JOSIE MARAN Luxury with a Conscience [®]	juice BEAUTY [®] THE ORGANIC SOLUTION [™]	Kat Von D.
Kiehl's SINCE 1901	Lime Crime.	L'ORÉAL	LUXIE	MG MAKEUP GEEK	MAKE UP FOR EVER PROFESSIONAL - PARIS	MARC ANTHONY [®] SALON	MAYBELLINE
MILANI	NARS	NYX PROFESSIONAL MAKEUP	OFRA	ORIGINS	OUAI HAIRCARE	shu uemura	smashbox
tarte high-performance naturals [™]	theBalm	TOM FORD	TONYMOLY	Too Faced	TRUST FUND BEAUTY	URBAN DECAY	YVES SAINT LAURENT



How often would you like to receive the following makeup products?



MASCARA

☐ Often ☒ Sometimes ☐ Rarely



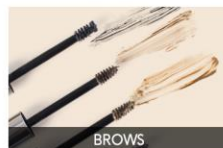
EYESHADOW

☐ Often ☒ Sometimes ☐ Rarely



EYELINER

☐ Often ☒ Sometimes ☐ Rarely



BROWS

☐ Often ☒ Sometimes ☐ Rarely



☐ Often ☒ Sometimes ☐ Rarely



How often would you like to receive the following skincare, haircare, and nailcare products?



CLEANSER

☐ Often ☒ Sometimes ☐ Rarely



CLEANSING OIL

☐ Often ☒ Sometimes ☐ Rarely



MOISTURIZER

☐ Often ☒ Sometimes ☐ Rarely



SHEET MASKS

☐ Often ☒ Sometimes ☐ Rarely



☐ Often ☒ Sometimes ☐ Rarely



How often would you like to receive the following shades?

Eyeshadows



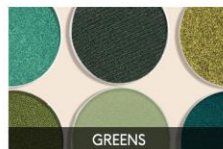
☐ Often ☒ Sometimes ☐ Rarely



☐ Often ☒ Sometimes ☐ Rarely



☐ Often ☒ Sometimes ☐ Rarely



☐ Often ☒ Sometimes ☐ Rarely





What notes would you prefer if you received fragrance?



FRESH

Citrus, lemongrass, aquatic, bergamot



FLORAL

Jasmine, rose, gardenia, violet



GOURMAND

Honey, vanilla, caramel, cacao



SPICY

Cinnamon, saffron, clove, nutmeg



EARTHY AND WOODY

Sandalwood, amber, cedar, patchouli



Where do you usually shop for beauty products?

							
SEPHORA	ULTA	TARGET	WALMART	DEPARTMENT STORES	PRESTIGE RETAILERS	ONLINE RETAILERS	BRAND STORES/SITES
							
DRUGSTORES	TV SHOPPING						

[BACK](#)[NEXT](#)



How would you describe your skin concerns?

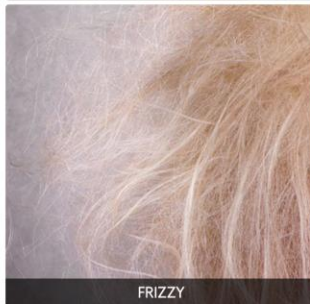
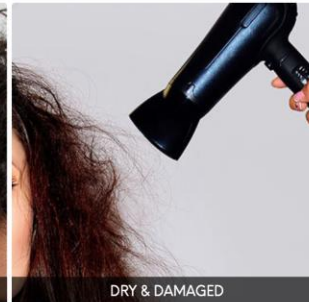
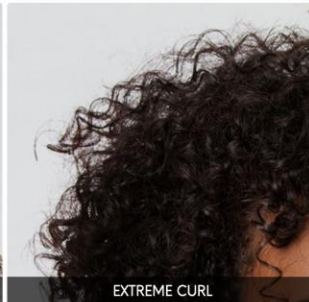
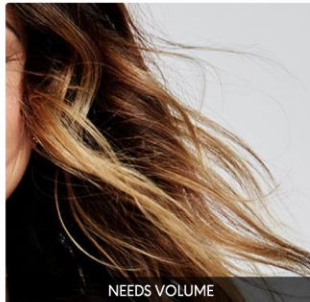


BACK

NEXT



How would you describe your hair?

[BACK](#)[NEXT](#)

Almost done!

Just a few more details to complete your profile.

Email
andrewkamphuis@gmail.com

Password
.....

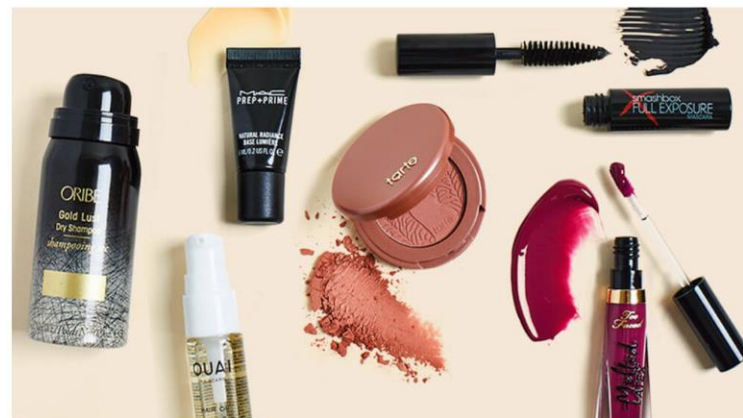
43

☒ I have read and agreed to the [Terms of Use](#), [Privacy Policy](#) and [Community Guidelines](#), and I opt in to receiving e-mails from ipsy (I can unsubscribe any time).

CREATE PROFILE

Cancel anytime. Free U.S. shipping.

- NEXT**



* The average Glam Bag value in 2019. *Glam Bags are available in the U.S., U.S. Territories, & Canada. U.S. shipping is free. Taxes will apply to all bag orders shipped within the U.S. Canadian shipping is \$2.95. Glam Bag Ultimate and Glam Bag Plus are not available in Canada. [Learn more.](#)

LAST CHANCE

GET YOUR JAN GLAM BAG

We'll match you with 5 products based on your profile.



Ship to

First Name

Andrew

Last Name

Kamphuis

Address Line 1

289 Alexander Street

Address Line 2

Unit 624

City

Vancouver

British Columbia ▼

Postal Code

V6A 1C2

Canada ▼

☒ Billing address: Same as shipping

134 people are signing up right now!

Pay with credit card



Card Number

11



2020



CVV

691

We automatically renew your Monthly Subscription each month. We automatically renew your Annual Subscription in the first month of your next Annual Subscription year. You can cancel your automatic renewal at any time by logging in and visiting your "Account" section on ipsy.com.

Glam Bag Membership	\$12.00
Shipping	\$2.95
Estimated Tax	\$0.00
Total (USD)	\$14.95

PLACE MY ORDER

* The average Glam Bag value in 2019. *Glam Bags are available in the U.S., U.S. Territories, & Canada. U.S. shipping is free. Taxes will apply to all bag orders shipped within the U.S. Canadian shipping is \$2.95. Glam Bag Ultimate and Glam Bag Plus are not available in Canada. [Learn more.](#)

134 people are signing up right now!

Here's What's Coming



Your January Glam Bag

It'll arrive around:

January 10th - 30th

So What's Next?

1

We'll pick products for your bag

We'll match you with products we know you'll love based on your quiz.

2

Look inside your bag and add more

You'll get a Spoiler Alert email that shows you all your products this month. Then you can shop Add-Ons that ship free in your bag.

3

Receive your bag in the mail

Discover your new beauty favorites.

NEXT: GET FREE PRODUCTS

Share the Excitement



Get **600 points** to use towards extra products when friends join with your link.

MESSAGE ON FACEBOOK

SHARE ON FACEBOOK

SHARE VIA EMAIL

IPSY

GLAM BAG

SHOPPER

POINTS

ACCOUNT

 CART

PROFILE

MEMBERSHIP

BILLING

IPSY MEMBERSHIP

Plan: Glam Bag, Monthly - \$12

Status: Active

Next Glam Bag: February 2020

If you don't want a Glam Bag in February, please update your membership before 12 PM PT on 01/31/2020.

Skip a Month

You can skip starting next month.



Adjust Glam Bag Frequency

You can adjust starting next month.



Improve Glam Bag Products

Help us pick future products for you.



GLAM BAG SHIPPING ADDRESS

Andrew Kamphuis
289 Alexander Street
Unit 624
Vancouver, BC V6A 1C2

Edit Shipping Address

MORE



Don't Miss Out!

Your Glam Bag is hands-down the sweetest deal in beauty:

- Glam Bag: sample 5 personalized products
- Shop over 20,000 beauty products
- Earn 10-30% cash back on every purchase

NEVER MIND

Continue cancellation

Connect with us



1 of 144 < > ⚙

IPSY <ipsy@e.ipsy.com>
to me ▾

5:40 PM (3 minutes ago) ☆ ↩ ⋮

► **Categories**

- Cuba
- Pacific Flying Club
- WineDirect
- More

Signing in will sign you into Hangouts
across Google
[Learn more](#)

You're Getting a Glam Bag



We got your order, and your Glam Bag is expected to arrive January 10th - 30th. We'll let you know when your Glam Bag ships.





ON THE MENU

PRICING

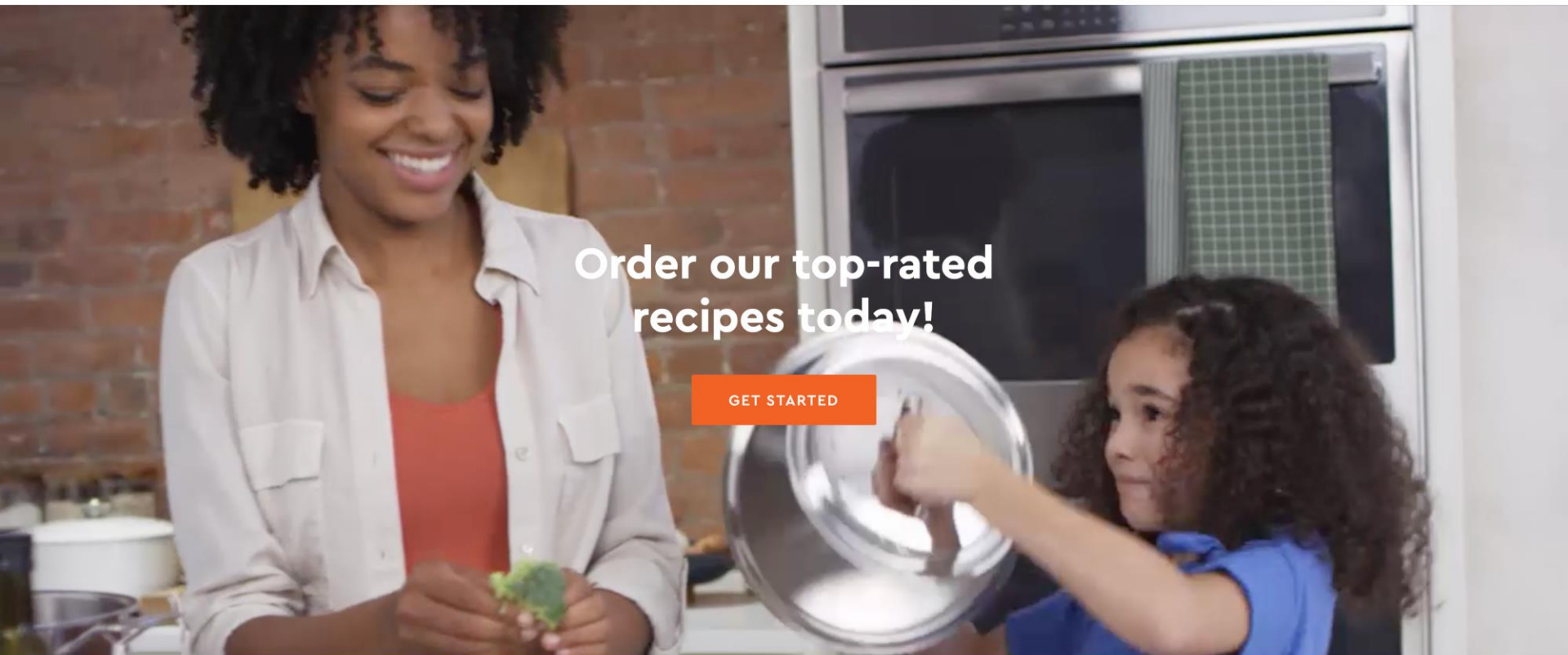
WINE

GIFTS

MARKET

LOG IN

SIGN UP



Order our top-rated
recipes today!

GET STARTED



Choose your meals



Get Started

Farm-fresh ingredients and delicious recipes delivered weekly to your home

HOW IT WORKS



Choose your Meals

Our chef-designed recipes include balanced Mediterranean meals, quick one-pan dinners, and top-rated customer favorites.



Unpack your box

We guarantee the freshness of all our ingredients and deliver them in an insulated box right to your door.



Create Magic

Following our step-by-step instructions you'll experience the magic of cooking recipes that our chefs create with your family's tastes in mind.

EMAIL

andrewkamphuis@gmail.com

CONTINUE

OR



SIGN UP WITH FACEBOOK

By clicking above, you agree to our [Terms of Use](#) and consent to our [Privacy Policy](#)

Already a member? [Log In](#)



Choose your menu

(don't worry, you can change your menu every week)

2-SERVING

Signature

Choose from an ever-changing mix of meat, fish, Beyond Meat™, WW Approved, Diabetes Friendly recipes and health-conscious offerings.

2

3

 recipes per week
(each serves 2)

\$9.99 per serving

FREE shipping

\$59.94

weekly total

SELECT

4-SERVING

Signature for 4

Recipes for families, get-togethers, or left-overs, with a variety of options that change weekly, including meat, fish, Beyond Meat™ and other health-conscious offerings.

2

3

4

 recipes per week
(each serves 4)

\$8.99 per serving

FREE shipping

\$71.92

weekly total

SELECT





Add Monthly Wine Pairings

Enhance your Blue Apron experience by adding monthly deliveries of exceptional wines, expertly selected to pair with our meals. We work directly with world-class vineyards and award-winning winemakers to give you exclusive access to these quality wines.

3 x Red Wines	500 mL
3 x White Wines (or Rosés)	500 mL

Tasting notes, flavor profiles, and the story behind every wine.

\$10 Per Bottle

\$65.99 / month*
(incl. shipping plus taxes)

YES! ADD WINE PAIRINGS

NO, THANKS

*taxes calculated at checkout

FOLLOW US



FROM THE BLOG



How to Cook Chicken:
A Guide to Preparing
America's Favorite Bird

Complete Your Wine Order

A few things to keep in mind...

- ✓ Adult signature (21 years or older) is required for wine delivery.
- ✓ We recommend shipping to your business address to ensure successful delivery.
- ✓ To schedule a specific date or evening delivery, sign up for FedEx Delivery Manager.

Date of Birth

MONTH

November

DAY

15

YEAR

1973

Wine Delivery Information

✓

Kevin Williams

1410 Clayville Way

Corona, CA 92882

+

Add New Wine Address

Payment Information

CARD NUMBER

Powered by stripe

EXPIRATION

CVC

**** * 3452

11 / 20

This page is protected by reCAPTCHA and the Google [Privacy Policy](#) and [Terms of Service](#) apply.

Order Summary

EMAIL • [Change](#)
andrew@parcel7.com

YOUR ORDER
Monthly wine deliveries
(Skip or cancel at any time)

YOUR PLAN
Mixed selection of red and white wines

FIRST DELIVERY
Six 500ml bottles
(2/3 of a standard-size wine bottle)

Subtotal	\$60.00
Shipping	\$5.99
Est. Tax	\$4.65
Total	\$70.64

PLACE ORDER & CHOOSE WINES


MAYBE LATER

Thanks for signing up, Kevin!

Your first delivery is scheduled for Friday, January 17th

GO TO DIETARY SELECTIONS

YOUR MEAL SUMMARY




Signature Plan
3 Recipes per week

JAN 17

First Delivery: Friday
January 17th before 9pm

YOUR WINE SUMMARY



Monthly Wine Plan
6 Wines per month

JAN 21


First Delivery: by Tuesday
January 21st before 8pm




Welcome, Kevin!


[SKIP FOR NOW](#)

What foods can you eat?





Pork







Beef







Lamb







Shellfish







Fish






Poultry





We're Vegetarian (No Meat)




You will receive a mix of meat, seafood, and poultry recipes.

We'll use this to choose the best menus for you, but please know we're unable to accommodate food allergies.

[VIEW YOUR FIRST DELIVERY](#)

YOUR MEAL SUMMARY




Signature Plan
3 Recipes per week

JAN 17

First Delivery: Friday
January 17th before 9pm

YOUR WINE SUMMARY



Monthly Wine Plan
6 Wines per month

JAN 21

First Delivery: by Tuesday
January 21st before 8pm

Manage Delivery

What would you like to change about this delivery?

SKIP THIS DELIVERY

CHANGE DELIVERY ADDRESS

CHANGE DELIVERY DATE

30 Min

DETAILS

Sesame-Sambal Turkey Lettuce Cups with Mushrooms, Sweet Peppers & Cashews

WW™ Approved, Carb Conscious, 500 Calories Or Less

30 Min

DETAILS

25 Min

DETAILS

Seared Salmon & Shallot-Dijon Vinaigrette with Roasted Potatoes & Sautéed Green Beans

WW™ Approved, Diabetes Friendly, Mediterranean

30 Min

DETAILS

45 Min

DETAILS

Orange-Glazed Tilapia with Cilantro Kale & Collard Greens

WW™ Approved, Diabetes Friendly, Carb Conscious, +2

30 Min

DETAILS

Chat

Account Settings

- Plan Settings
- Dietary Selections
- Delivery Info
- Account Info
- Payments
- Social Settings

Meals

EDIT

PLAN TYPE

Signature

RECIPES PER WEEK

3 (each serves 2)

DELIVERY DAY

Fridays

CHANGEABLE BEFORE

9am on January 11th (for your January 17th delivery)

Wine

EDIT

BOTTLES PER DELIVERY

6

WINE PROFILE

A mix of red and white wines

ESTIMATED ARRIVAL DATE

Around the end of the month

CHANGEABLE BEFORE

9am on January 14th (for your January 21st estimated delivery)



CURRENT UPCOMING FREE MEALS GIFTS MARKET

Kevin



Account Settings

Plan Settings

Dietary Selections

Delivery Info

Blue Apron



Customer Experience Team
Chat with us

Chat started

Customer Experience



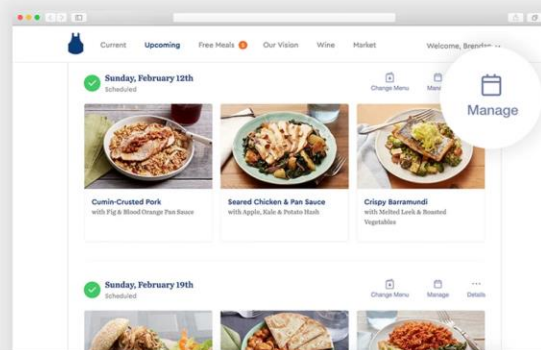
Hi! Can I help you with anything today?

Type a message here...



Manage Your Account

Traveling or just need to take a week or two off? You can skip deliveries from your Upcoming Deliveries.



Cancel Meal or Wine Deliveries

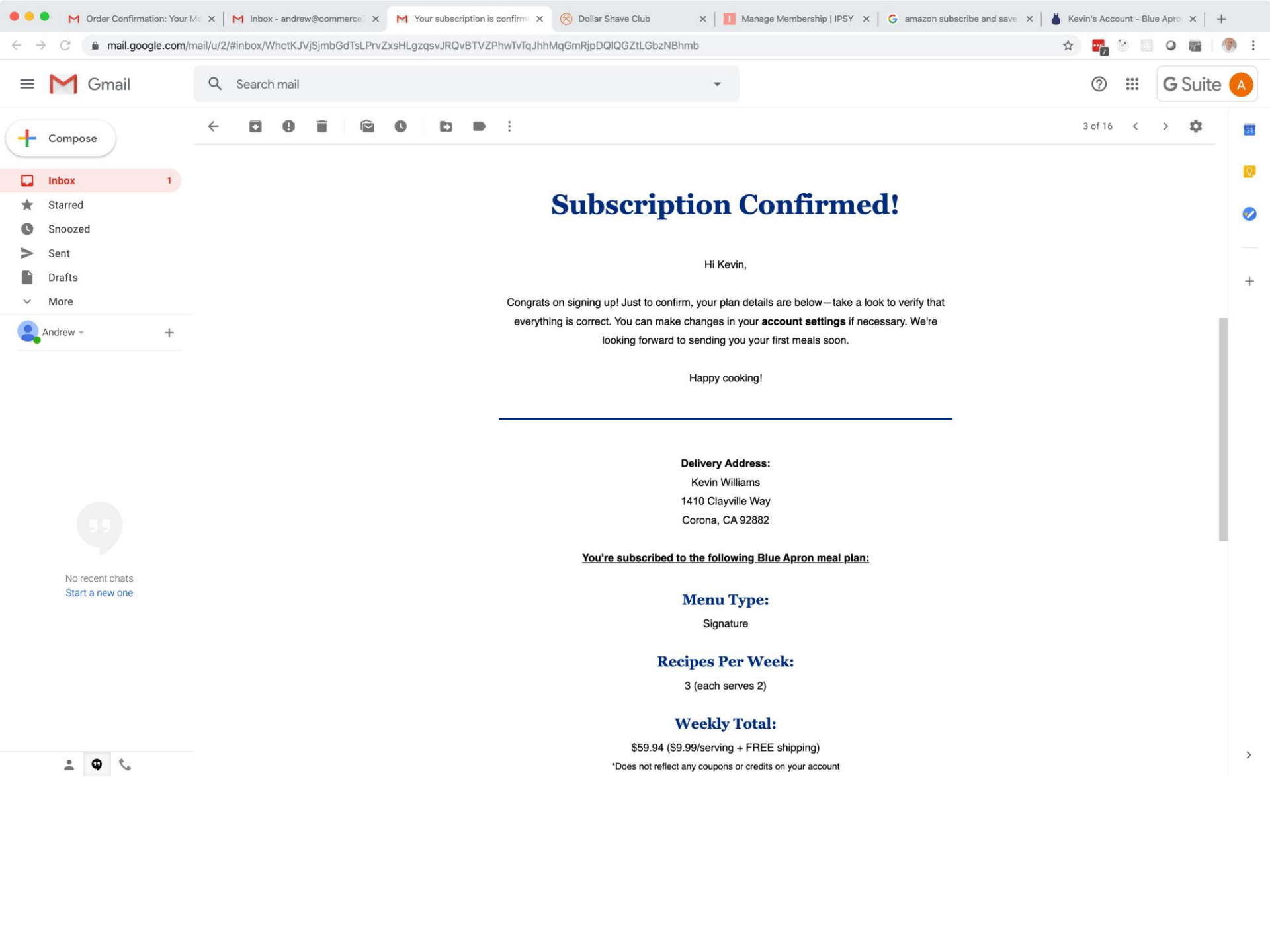
FOLLOW US



FROM THE BLOG



How to Cook Chicken:
A Guide to Preparing
America's Favorite Bird



Subscription Confirmed!

Hi Kevin,

Congrats on signing up! Just to confirm, your plan details are below—take a look to verify that everything is correct. You can make changes in your **account settings** if necessary. We're looking forward to sending you your first meals soon.

Happy cooking!

Delivery Address:

Kevin Williams
1410 Clayville Way
Corona, CA 92882

You're subscribed to the following Blue Apron meal plan:

Menu Type:

Signature

Recipes Per Week:

3 (each serves 2)

Weekly Total:

\$59.94 (\$9.99/serving + FREE shipping)

*Does not reflect any coupons or credits on your account

BIRCHBOX♦TM

Log In >

BIRCHBOX ♦

Visit Birchbox Grooming >

SUBSCRIBE

COLLECTIONS

MAKEUP

HAIR

SKIN

SALE

GIFT



More Than a Beauty Box

We're here to help you find joy in beauty and in taking care of yourself. Think of us as a monthly box of you-time.

SIGN ME UP



Here's how it works:



Use Code FREEHERS for Free hers Vitamins DETAILS ▾



Log In >

BIRCHBOX

Visit Birchbox Grooming >

SUBSCRIBE

COLLECTIONS

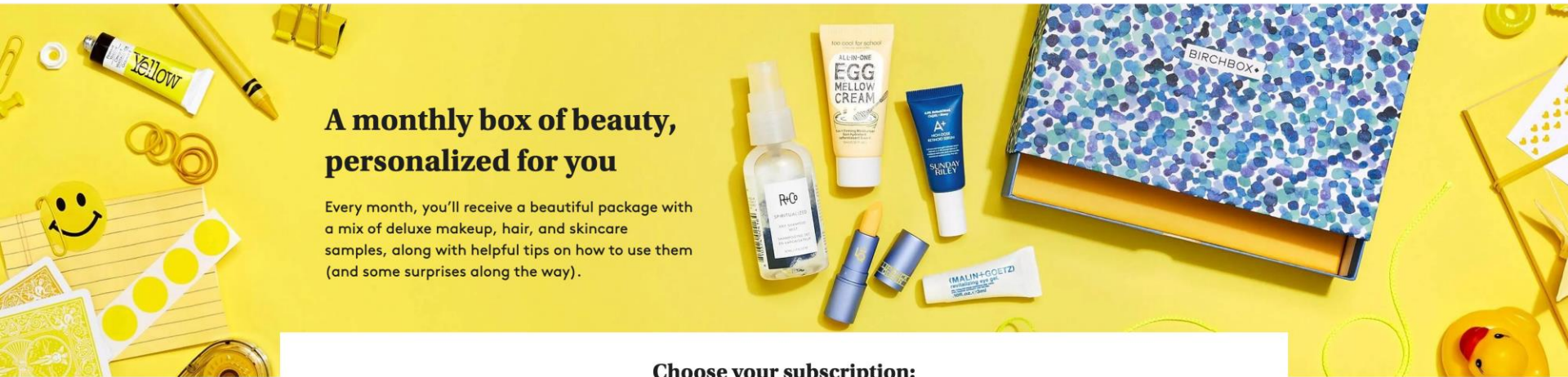
MAKEUP

HAIR

SKIN

SALE

GIFT



A monthly box of beauty, personalized for you

Every month, you'll receive a beautiful package with a mix of deluxe makeup, hair, and skincare samples, along with helpful tips on how to use them (and some surprises along the way).

Choose your subscription:

MONTHLY PLAN

\$15/month

6 MONTH PLAN*

\$14/month
(billed monthly)

12 MONTH PLAN*

\$13/month
(billed monthly)

Cancel at any time

Committing to 6 months

Committing to 12 months

GET YOUR JANUARY BOX

GET YOUR JANUARY BOX

GET YOUR JANUARY BOX

Your plan automatically renews and you are *committing to the length of your plan.

Help

Log In >

BIRCHBOX ♦

Visit Birchbox Grooming >

SUBSCRIBE

COLLECTIONS

MAKEUP

HAIR

SKIN

SALE

GIFT



Create an Account

This allows you to save your Profile, so you get personalized products you'll love.

FIRST NAME		LAST NAME
EMAIL ADDRESS		
PASSWORD		

Already have an account? [Sign In](#)

NEXT

This site is protected by reCAPTCHA and the Google [Privacy Policy](#) and [Terms of Service](#) apply.

Help

Andrew ▾

BIRCHBOX ♦

Visit Birchbox Grooming >

SUBSCRIBE

COLLECTIONS

MAKEUP

HAIR

SKIN

SALE

| GIFT

| 

 1

Birchbox Monthly-Plan Subscription

Ships Free. Cancel Anytime.

Shipping Address

COUNTRY

United States ▾

FIRST NAME

Andrew

LAST NAME

Kamphuis

COMPANY (OPTIONAL)

STREET 1

STREET 2 (OPTIONAL)

CITY

STATE ▾

ZIP

☒ Use as my billing address

Payment Details



 Help

Andrew ▾

BIRCHBOX◆

Visit Birchbox Grooming >

SUBSCRIBE

COLLECTIONS

MAKEUP

HAIR

SKIN

SALE

GIFT

Q



Review Your Order

< EDIT



Birchbox Monthly Rebillable Beauty Subscription - Cancel at any time (Billed Monthly)

Automatically rebilled monthly ⓘ

How to cancel ⓘ

Shipping Address:
Kevin Williams
1410 Clayville Way
Corona, CA 92882-6070
United States

Subtotal	\$15.00
Estimated Tax	\$1.17
Estimated Shipping	FREE
Discount	
Free Shipping on Birchbox Memberships	
TOTAL	\$16.17

Help

Andrew

BIRCHBOX

Visit

SUBSCRIBE

COLLECTIONS

MAKEUP

HAIR


SKIN

SALE

GIFT

Review Your Order

← EDIT



Birchbox Monthly Rebillable Beauty Subscription - Cancel at any time (Billed Monthly)

Automatic

How to ca

Shipping Address:

Kevin Williams

1410 Clayville Way

Corona, CA 92882-6070

United States

Subtotal

\$15.00

Estimated Tax

\$1.17

Estimated Shipping

FREE

Discount

Free Shipping on Birchbox Memberships

TOTAL

\$16.17

Cart

Free Shipping on orders \$50+



Birchbox Monthly Rebillable Beauty Subscription - Cancel at any time (Billed Monthly)

Automatic

How to cancel

\$15.00

Subtotal

\$15.00

Discount

Free Shipping on Birchbox Memberships

Have a promo or gift card code?

CHECKOUT

Help







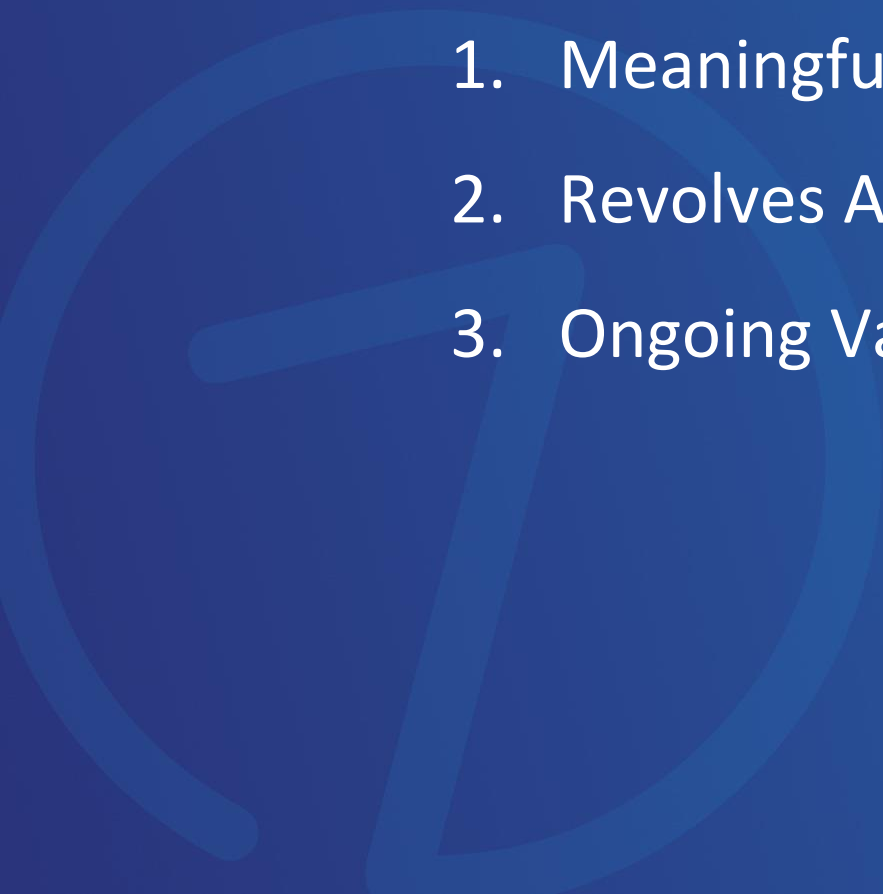
What does the modern
customer want?





1. Meaningful Relationships

- 
1. Meaningful Relationships
 2. Revolves Around the Customer

- 
1. Meaningful Relationships
 2. Revolves Around the Customer
 3. Ongoing Value



1. Meaningful Relationships



ROLLINGDALE
WINERY
WINE SHOP



Primary reason for
relationship is shared
values



63%



2. Revolves Around The Customer





Personalized

Why personalize?

Consumers expect
personalization



62%



Focused On Them

Recommendations
based on info they've
shared with you



40%



Want Control



Control of Delivery Schedule



Control of Selection



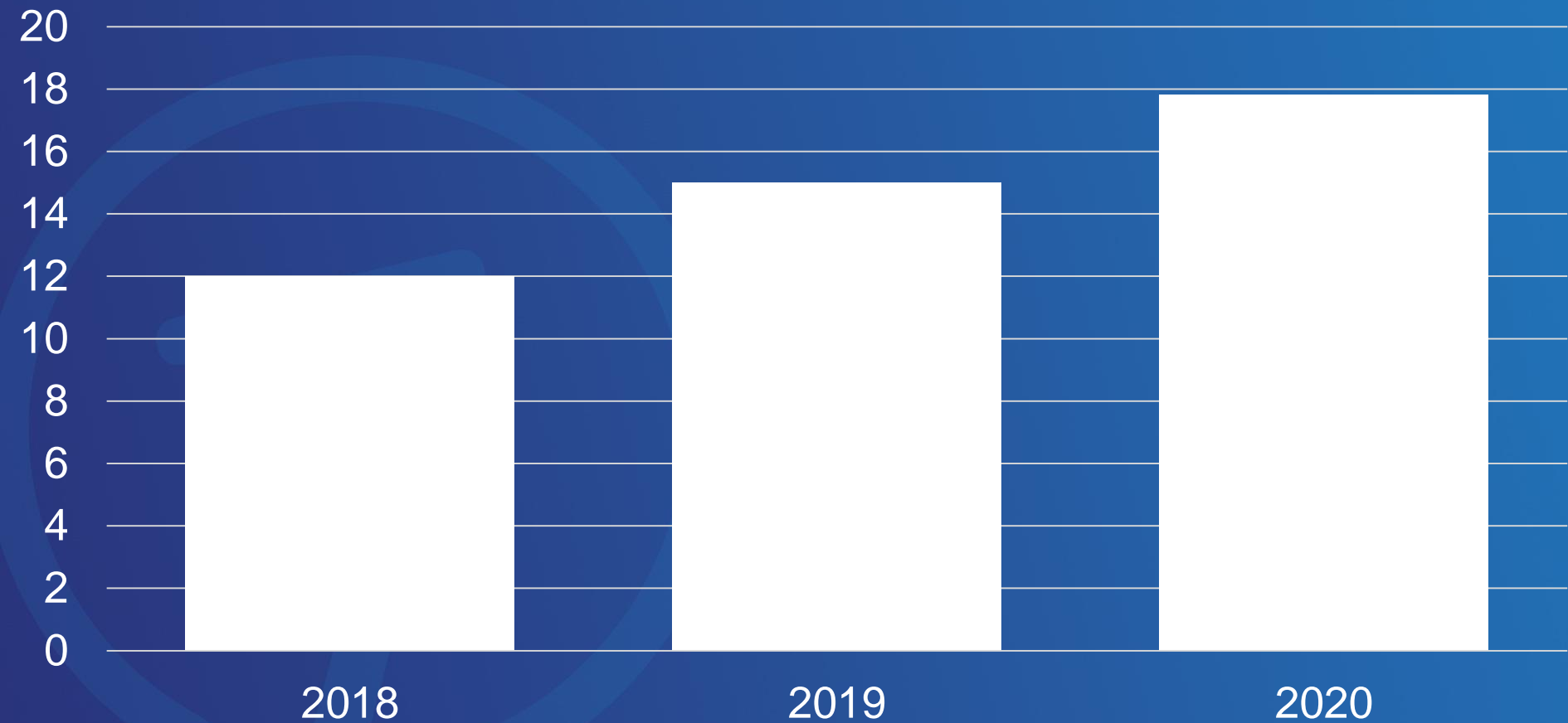
Cancel Online

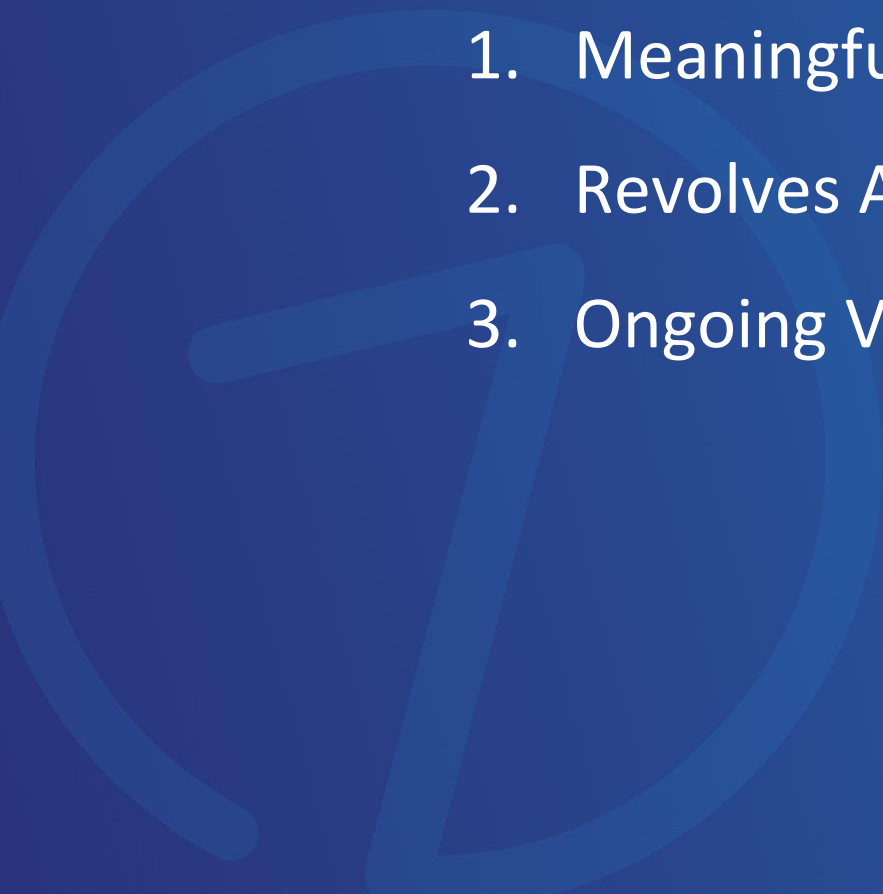


3. Ongoing Value

NETFLIX

Billions Spent On Content



- 
1. Meaningful Relationships
 2. Revolves Around the Customer
 3. Ongoing Value



Keys To Success



Shift focus from the product to
focus on the customer

Club Release Schedule	
Brand Focused	Customer Focused
Feb 1, 2020	Customer Decides
May 1, 2020	Customer Decides
Sep 1, 2020	Customer Decides
Nov 1, 2020	Customer Decides

Brand
Centric



Customer
Centric



Hand Over Control





Control of Delivery Schedule



Spectra Wine Club


Personal details

Ship To

Andrew Kamphuis
1200Airport Blvd
Napa CA 94558
United States
Phone: (707) 666-5265

[Edit](#)

Payment details

 Card ending in 5454
Exp 2/2021

[Edit](#)

Club Options

Add from the items below to customize your club shipment.



2016 Spectra Rosé
750ml

Add from 1 to 11 more.

\$45.00

Club Member Price **\$35.00**

1 | ▾

ADD



2017 Spectra Cabernet
Sauvignon
3L

Add from 1 to 11 more.

\$220.00

1 | ▾

ADD



2017 Spectra Sauvignon
Blanc
750ml

Add from 1 to 11 more.


\$39.50

Club Member Price **\$36.00**

1 | ▾




ADD

[Put your club on hold](#) | [Cancel club](#)

 Your next club package is

Feb 1, 2020

Currently there are **3 items** in your club shipment.

1 ▾ UPDATE		2017 Spectra Cabernet Sauvignon 3L Remove	\$220.00	\$220.00
1 ▾ UPDATE		2016 Spectra Rosé 750ml Remove	\$45.00 \$35.00	\$35.00
1 ▾ UPDATE		2017 Spectra Sauvignon Blanc 750ml Remove	\$39.50 \$36.00	\$36.00

Subtotal: USD **\$291.00**

[SAVE CLUB SELECTION](#)

Control of Product Selection

Your Account

Dashboard | Your Information | Order History | Club Memberships | Reservations | Address Book | Credit Cards | Logout

Club Memberships

Twisted Few - Super Freaks Reds-Only

Your package is marked skipped and will not be processed.
The shipment is scheduled for Feb 3, 2020

Ship To

Andrew Kamphuis
1190 Airport Blvd
Napa CA 94558
United States
Phone: (604) 613-5343





Edit

Payment details

 Card ending in 3452
Exp 11/2020

Edit

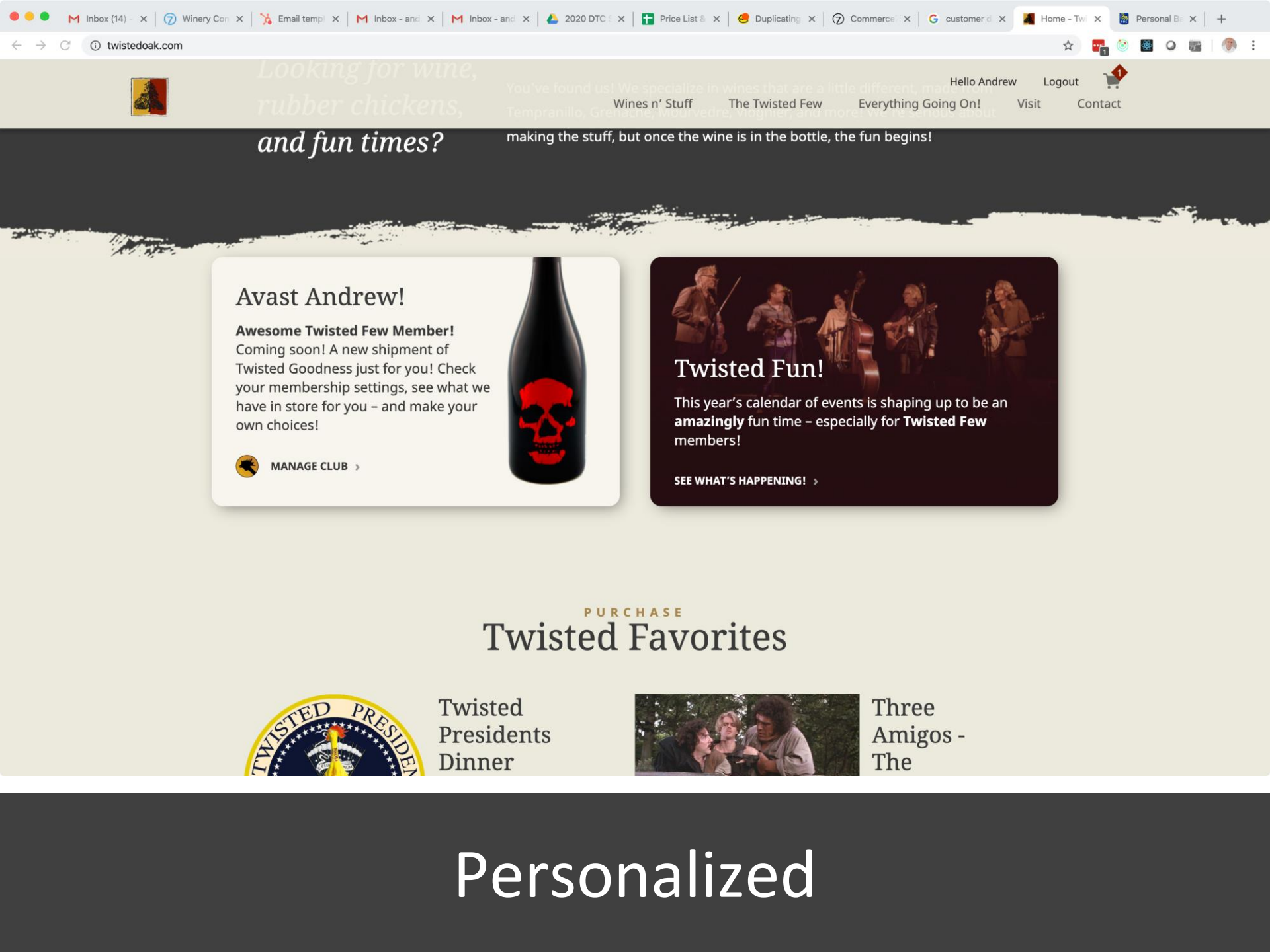
[Put your club on hold](#) | [Cancel club](#)

2		2016 Merely Huge Petite Sirah 750ml	\$32.00 \$24.00	\$48.00
2		2016 *%#&@! 750ml	\$29.00 \$21.75	\$43.50
2		2015 Torcido Garnacha 750ml	\$43.00 \$32.25	\$64.50
2		2015 Tempranillo 750ml	\$29.00 \$21.75	\$43.50

Cancel Online



Personalize



Looking for wine,
rubber chickens,
and fun times?

You've found us! We specialize in wines that are a little different, making the stuff, but once the wine is in the bottle, the fun begins!

Hello Andrew

Logout



Everything Going On!

Visit

Contact

Avast Andrew!

Awesome Twisted Few Member!
Coming soon! A new shipment of Twisted Goodness just for you! Check your membership settings, see what we have in store for you - and make your own choices!



MANAGE CLUB >



Twisted Fun!

This year's calendar of events is shaping up to be an **amazingly** fun time - especially for **Twisted Few** members!

SEE WHAT'S HAPPENING! >

PURCHASE

Twisted Favorites



Twisted
Presidents
Dinner



Three
Amigos -
The

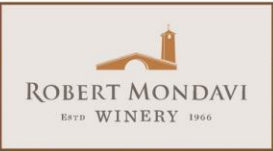
Personalized



Monitor Usage



Listen and Act on Feedback



LOGIN

- ABOUT US
 - SHOP
 - VISIT US
 - WINE CLUB
 - CONCERTS
 - CONTACT
- VISIT US
 - TOURS & TASTINGS
 - INTERNATIONAL TOURS
 - WINERY EVENTS
 - HOST YOUR EVENT
 - MAKE A RESERVATION
 - FAQ



WINE TOURS & EXPERIENCES PERFECTED

Robert Mondavi believed that wine was best enjoyed with great food, fine art, and good friends—all part of a life well-lived. From a multi-course dinner paired with four decades of library wines, to a sunset tour and tasting in our famous To Kalon Vineyard, we've spent 50 years setting the standard for what a winery experience should be.

BOOK YOUR EXPERIENCE NOW »

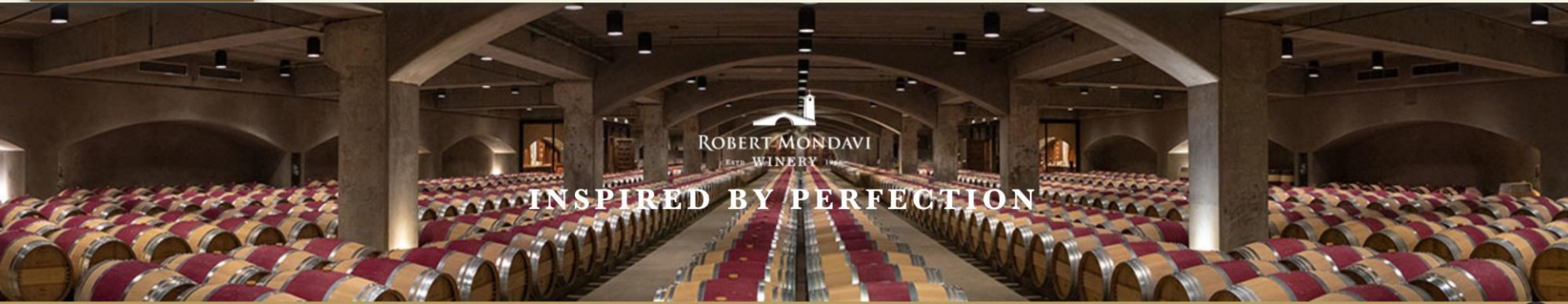
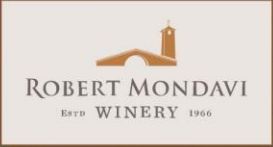
PLAN YOUR VISIT
TASTINGS TOURS

TOP-SCORING WINES
100+ RATED

2019
EVENTS

FEEDBACK





WINE TOURS & EXPERIENCES PERFECTED

Robert Mondavi believed that wine was best enjoyed with great food, fine art, and good friends—all part of a life well-lived. From a multi-course dinner paired with four decades of library, to a wine tour and tasting in our famous To Kalon Vineyard, we offer a variety of experiences. For over 40 years setting the standard for what a winery experience should be.

BOOK YOUR EXPERIENCE NOW

PLAN YOUR VISIT

TASTINGS TOURS

TOP-SCORING WINES

100+ RATED

2019

EVENTS

FEEDBACK ×

WE LOVE TO HEAR FROM YOU! WHAT WOULD YOU LIKE TO SHARE?

☐ SUGGESTION ☐ QUESTION ☐ LIKE ☐ DISLIKE

COMMENTS

EMAIL

SUBMIT



Finding new ways to deliver value



Adapt to Customers Needs



Encourage Engagement




Acquire Club Members Across
All Channels

quick account controls.

EXPLORE MY DSC

Introduce friends to the Club.
Earn DSC Credits when they join. Easy.

EMAILFACEBOOK



Get \$5 by sharing this with your friends.

SHARE VIA EMAIL

Share your unique link on the web and let your friends know you get \$5 CAD when they join the Club. Cha-ching!

Paste it anywhere:

http://fbuy.me/lz6VQ

powered by **friendbuy**

Shipping informationEDIT

Andrew Kamphuis
289 Alexander Street
Unit 624
Vancouver, BC, V6A 1C2
Canada

Your emailEDIT

andrewkamphuis@gmail.com

Your passwordEDIT

Any questions? [Check out our FAQs](#)

[Membership Settings](#)

[Logout](#)



Nurture and develop deeper
customer relationships



Iterate




Spectra Wine Club

Ship To

Edit

Edit



1		2017 Spectra Cabernet Sauvignon <i>3L</i>	\$220.00	\$220.00
1		2016 Spectra Rosé <i>750ml</i>	\$45.00 \$35.00	\$35.00
1		2017 Spectra Sauvignon Blanc <i>750ml</i>	\$39.50 \$36.00	\$36.00

Sub Total: USD \$291.00



Spectra Wine Club


Personal details

Ship To

Andrew Kamphuis
1200Airport Blvd
Napa CA 94558
United States
Phone: (707) 666-5265

[Edit](#)

Payment details

 Card ending in 5454
Exp 2/2021

[Edit](#)

Club Options

Add from the items below to customize your club shipment.



2016 Spectra Rosé
750ml

Add from 1 to 11 more.

\$45.00

Club Member Price **\$35.00**

1 | ▾

ADD



2017 Spectra Cabernet
Sauvignon
3L

Add from 1 to 11 more.

\$220.00

1 | ▾

ADD



2017 Spectra Sauvignon
Blanc
750ml


Add from 1 to 11 more.

\$39.50

Club Member Price **\$36.00**

1 | ▾

ADD

 Your next club package is

Feb 1, 2020

Currently there are **3 items** in your club shipment.

1 | ▾

UPDATE



2017 Spectra Cabernet
Sauvignon
3L

[Remove](#)

\$220.00

\$220.00

1 | ▾

UPDATE



2016 Spectra Rosé
750ml

[Remove](#)

~~\$45.00~~

\$35.00

\$35.00

1 | ▾

UPDATE



2017 Spectra
Sauvignon Blanc
750ml

[Remove](#)

~~\$39.50~~

\$36.00

\$36.00

Subtotal:

USD **\$291.00**

SAVE CLUB SELECTION

[Put your club on hold](#) | [Cancel club](#)

Spectra Wine Club

May we help you?. To address any concerns please call us at (604) 791-1500
See how to manage your club shipment by [watching the club video](#)

You can't have fewer than **4** bottles in your club shipment.
Add additional bottles first, then remove the bottles you don't want.

Ship To

Zachary Kamphuis
150 East Cordova St. Unit 301
Vancouver, BC, V6A 0E7
Canada
Phone: (604) 217-5161

Edit

Payment details



Card ending in 5454
Exp 2/2024

Edit

[VIEW CURRENT SHIPMENT](#)

Add more to your club



2016 Spectra Cabernet Sauvignon

Fleshy, dark berry fruits and warm spice fill the palate, supported by a barely perceptible touch of oak.

\$42.00/ bottle

NEW



2016 Spectra Merlot

A bright, fresh, medium to full-bodied wine with complex layers of wild cherry, plum, lifted herbal notes and warm nutmeg spices.

\$32.00/ bottle



How do we get our team
on board?



Explain The Why



Right Incentives



truvi
honest and innovative commerce

VineSpring

Commerce⑦

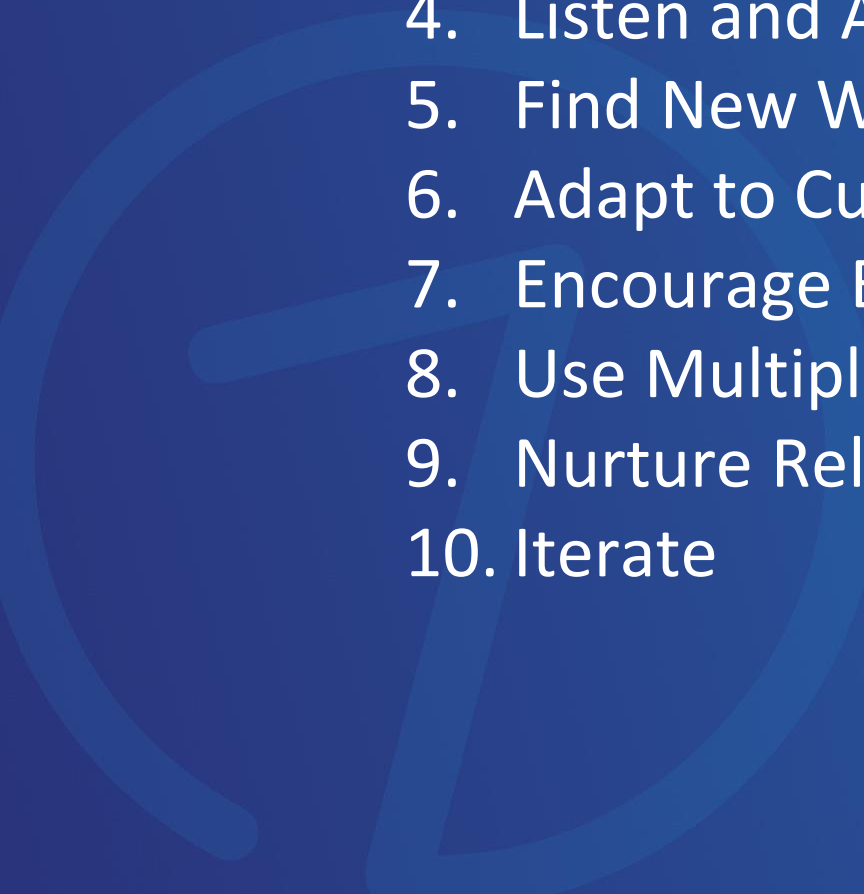
vinSUITE

WINE DIRECT

THE WINERY'S CHAMPION

Push Your Vendor

In Closing

- 
1. Shift Focus To Customer
 2. Hand Over Control
 3. Monitor Usage
 4. Listen and Act on Feedback
 5. Find New Ways to Deliver Value
 6. Adapt to Customers Needs
 7. Encourage Engagement
 8. Use Multiple Channels for Acquisition
 9. Nurture Relationships
 10. Iterate



Thank You!!!



Questions