



David DeBenedictis

WINE CONSULTING

THE BUSINESS: Terroir Wine Seminars Inc.

OWNER: David DeBenedictis

THE LOWDOWN: There is only so much a budding oenophile can learn from the information cards on display at Total Wine. Aside from interrogating sommeliers at a restaurant, what's a wine enthusiast to do?

Try calling on DeBenedictis, whose passion for the wines of Burgundy, France ultimately led to the creation of Terroir Wine Seminars. The financial consultant and his wife, a trained chef, made so many trips to the region that they developed relationships with key winemakers and restaurants there. "The business was formed to take advantage of the fact that we have knowledge of the area and the wines—so we can help people build out their cellars, conduct tastings or dinners, or plan a trip," says the Boca Raton resident.

Locally, DeBenedictis organizes private tastings with flights of different wines, styles and price points. "It helps [clients] understand, on an objective basis, why they like certain styles and how certain wines work with different types of food," he says.

It's not unusual for clients to become collectors who want to take their interest to the next level. When that happens, DeBenedictis can help to organize tours and suggest estate visits in France so that travelers can see the winemaking process up close.

At the very least, the local seminars can help clients select something decent from a restaurant wine list *without* interrogating the sommelier.

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