

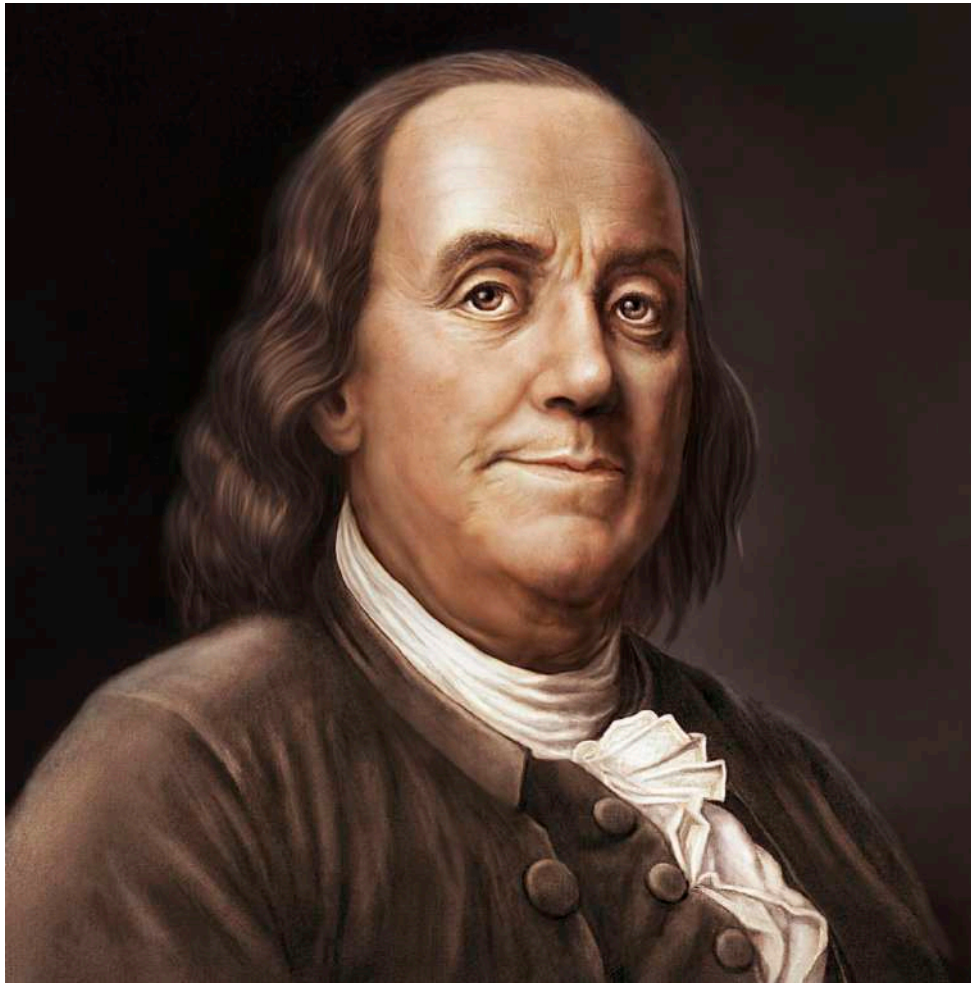


WEDGEWOOD
WEDDINGS



SALES STORM





“BY FAILING TO
PREPARE, YOU
ARE **PREPARING**
TO FAIL”

BENJAMIN FRANKLIN



JULIA HENNING

VICE PRESIDENT SALES, WEDGEWOOD WEDDINGS

JULIA HENNING

- Started as a prep cook
- Masters in Hospitality from Cornell
- Joined Wedgewood Weddings in 2008, grew from GM to Sales VP

WEDGEWOOD WEDDINGS

- A family business, founded in 1986
- Over 40 Venues Nationwide
- All-Inclusive Wedding Packages





ALL ABOUT THE TOUR



READY

SET

GO!





READY



CLIENT INFO TEMPLATE

READY

- Name: _____
- Fiancé's Name: _____
- Phone: _____
- Email: _____
- Client Location: _____
- Appt. Attendees: _____
- Guest Count: _____
- Month/Season/Year: _____
- Budget: _____
- Notes: _____



READY



READY





SET

SET

“YOU NEVER GET
A SECOND
CHANCE TO
MAKE A
FIRST
IMPRESSION”



SET



GO!



Israel Hands, of Dr. Livesey and Cap'n Flint. And the voice of old Ben Gunn still haunts these woods and paths... still laughing, mocking. Listen closely... for in Ben Gunn's words may be the clue to where the treasure hides... to this day!

"Might them find treasure?
Not when old Ben Gunn has hid it!
'Tis for you to find, sez I!"
—Ben Gunn

- 1 JOLLY ROGER WHARF
- 2 CAP'N FLINT'S PERCH
- 3 BUCCANEERS' COVE
- 4 NORTH INLET
- 5 LOOKOUT POINT
- 6 BLACK DOG BRIDGE
- 7 DOUBLOON LAGOON
- 8 MUTINEER FALLS
- 9 DEAD MAN'S ISLAND
- 10 SKELETON ISLAND
- 11 SKELETON LAIR
- 12 BUCCANEERS' ROOST
- 13 BLACK DOG SWAMP

- 14 CAPE OF THE
- 15 REMAINS OF "THE"
- 16 SCAV
- 17 FLAMINGO LAGOON
- 18 RUM POINT
- 19 TOUCAN CAGE
- 20 THE MIZZENMAST
- 21 MATES AND MAIDENS
—Ye oldo reste rooms.

GO



TREASURE ISLAND



GO



GO



ANGLES MATTER

GO



GO



GO



GO



GO



GO

Built-in sound
system

Beautiful
chandelier!

A variety of linens
to choose from

Looks out onto
the lawn

Cocktail bar and
patio to the left

A great spot for a
sweetheart table

Upgraded chairs
available

Built-in heaters for
cool nights

We've got high
chairs

Stained concrete
floors



**OBJECTIONS
ARE GOOD!**

GO



GO



GO

Feel
Felt
FOUND



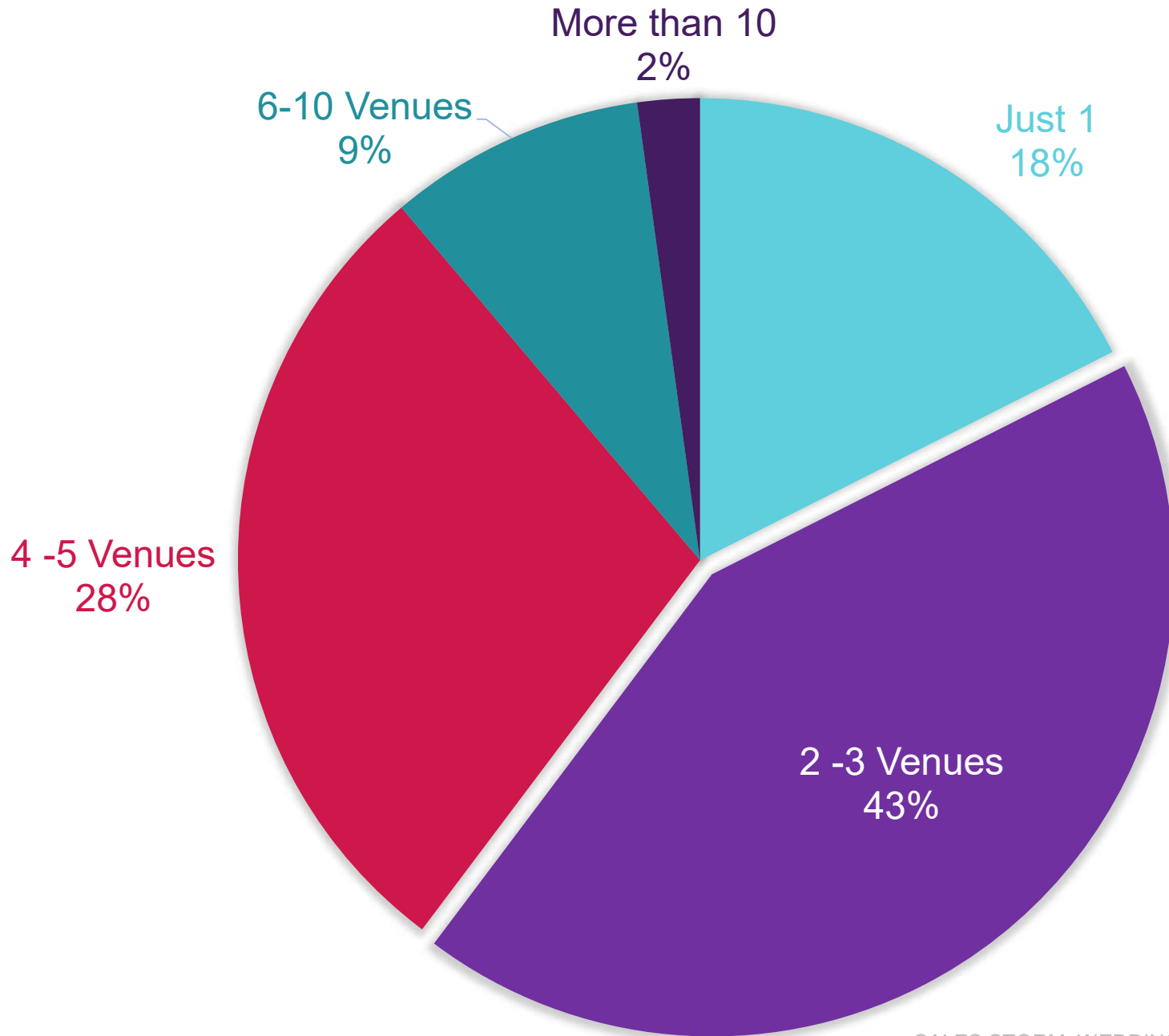
HOW TO CLOSE



CLOSE WITH CONFIDENCE







SALES STORM, WEDDING MBA

HOW MANY TOURS DID YOU ATTEND?



**LEAVE
THEM
ALONE!**



YOU HAVE TO ASK

- Is this the right place for you?
- Is this where you want to get married?
- Did our venue meet your expectations?
- Did the proposal meet your expectations?
- Are you ready to take your wedding date off the market?
- I'd love to work with you!
Do you want to get started today?



Preparation
is **KEY**





THANK YOU

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