



About my pricing....

To: The New Bride

From: Terri Kunau, Owner

Every girl had a dream about their wedding day! It started when we were playing with Barbie & Ken. Barbie would have the glorious wedding dress, Ken the tailored tuxedo, and Skipper would be a bridesmaid wearing a dress in your favorite color. As we got older, the dream grew to include an elegant ceremony with an amazing reception in a stunning venue, serving delicate hors d'oeuvres, tasty cocktails, and a sumptuous sit-down meal. Followed with an elaborately designed multi-tier cake and champagne toasts, a DJ or live band would start to play, and everyone dancing until it was time to throw the bouquet and leave for a romantic honeymoon in an exotic location like Hawaii or Tahiti. Sound familiar?

STOP!! Fast-Forward to Today! The dream is still alive, but as you've started looking at the magnificent dress, the stunning venues, food, beverages, cake, a DJ or live band, in addition, the mandatory photographer to catch every special moment on film...reality slams into you like a brick wall. *Don't get discouraged!* There are solutions and vendors that will help you!

Many people think using a travel agent is too expensive and why should they have a travel agent when they can do it themselves. I can understand this way of thinking. According to an article from USA Today by Jaime Jacques, "[Do Travel Agents Save You Money?](#)", he says "Most people shy away from seeking out an agent for fear of extra costs, but the reality is the cost of using travel agents is generally marginal, and often they won't charge you at all because most of their money comes from the commission they earn from hotels and wholesalers they work with." This is a VERY accurate explanation as to why providing information about my pricing. The cost of a travel agent booking a bachelor/bachelorette trip, destination wedding, or honeymoon isn't separate from your trip! The resort/hotel, cruise line or any other travel vendors pays...not you!

Additional reasons to use a travel agent include:

- ♥ Training and knowledge about locations and vendors
- ♥ Advocate for you the customer to be sure you receive exactly what was requested
- ♥ Access to information, discounts and special options not given to general public

An article in TravelMarket Report by Cheryl Rosen details "[10 Reasons To Use A Travel Agent...](#)" giving excellent information and details.

I hope this gives you a small insight into pricing as it relates to a travel agent. I look forward to speaking with you and helping make your dream wedding come true.