

NAME: Holly McKee

TITLE: Manager/Innkeeper

INN NAME: Great Oak Manor

INN LOCATION: Chestertown, Maryland

*One Sentence Description of Your Presentation Topic*

Holly will review the process from initial contact to actual wedding day.

*Suggestions for Segmentation/Category Titles for Your Presentation*

Elopements to weekend weddings.

BULLET POINT LIST OF TALKING POINTS:

- How to respond to an inquiry and turn it into a tour of the property/meeting with bridal party and parents, if applicable
- How to handle the money talk
- Getting the contract
- Follow through until the wedding; it ain't over until it's over.

HANDOUTS:

Copy of wedding contract, rules & regulations, waivers, preferred vendor list, pricing, rack cards and business cards from various approved vendors