

ALL THINGS WEDDINGS



Carolee Higashino
White Orchid
Wedding, Inc.

**2016 Director of
Programs and
Education**

Aloha From Across the Pacific!

I am honored and thrilled to announce that I have officially been installed as your WIPA National Board of Directors Coordinator for Programs and Education. It is with great pride that I am hoping to lead this magnificent group in a cohesive effort towards empowering you and your businesses to excel.

Over the past 25 years I have been a destination wedding and event planner in the Hawaiian Islands and I know first hand how it feels to be 'on my own' in the industry. I have realized the critical value that being a part of something greater allows. WIPA is the perfect avenue to provide you awareness in the wedding industry on a national and soon to be international level!

As your director of Programs and Education, my goal is to have all of the tools necessary available to you to allow your businesses to flourish. I have been busy organizing our chapter connections and communicating with your program and education directors personally. We now have a 'library' in which you can access our roster of directors and chapter presidents. In this 'library' we also have a contact sheet of all WIPA approved speakers and all of their variables when seeking an excellent option for your next chapter event. We will continue to fill our shelves with any insight we have to offer as well as inspiration.

Networking and involvement is key. This organization is here for all of us and it takes a village! Please let me know what you would like to see and I will do my best to see this come into fruition. Also I encourage you to get involved, there is a wealth of knowledge that comes along with your membership.

Cheers to you all and I look forward to meeting you all personally over the year.

Mahalo Nui Loa,
Carolee



WELCOME TO OUR NEWEST MEMBERS



WIPA would like to welcome & thank our newest members for joining and supporting our organization as we continue to expand across the nation! Please be sure to reach out and welcome these new members.

Atlanta Chapter New Members

Ashton White
Event Rentals Unlimited
awhite@erultd.com
www.erultd.com
4046043000

Event Rentals Unlimited provides the highest quality products for rent and customer service possible for our clients. Our partnerships with industry leading venues, design companies, and other various vendors enable us to create an unmatched service standard when planning events. We strive to exceed expectations.

Colorado Chapter New Members

Krysta Cossitt
Occasions Catering
kcossitt@occasionsdenver.com
www.OccasionsDenver.com
303-789-1867

Since 1970, Occasions Catering has reinvented catering in Denver with the belief that great food and service are just the beginning – it's all about creating occasions. Our comprehensive event design process is custom tailored for every party, from 10 to 10,000 guests. No two events are alike, and that's just the way our clients like it.

Heather Dwight
Calluna Events
heather@callunaevents.com
www.callunaevents.com
303.931.7862

Calluna Events brings a fresh, stylish & inspired approach to full service event planning by curating a deep sense of authenticity with each occasion.

Jill Livingston
Eclectic Hive
jlivingston@eclectichive.com
www.facebook.com/eclectichive
(303) 295-0519

'The Hive' as it is affectionately known, is a collaboration of designers, all with the shared desire and passion to create fresh and inspired event design. Our focus is centered around thoughtful interior design where we methodically create intimate settings that encourage a personal connection, no matter the size and scope of the event. ...

Ann Marlin
Cloud 9
ann@cloud9bliss.com
www.cloud9bliss.com
720.570.1168

We are a boutique, full service wedding service, planning firm and stationery company. We have been in the Denver market for 13 years.

Lindsey O'Neil
JW Marriott Denver Cherry Creek
lindsey.oneil@jwmarriottdenver.com
www.jwmarriottdenver.com
303.253.3092

The JW Marriott Hotel in Denver offers a distinctive fashion-forward experience in iconic Cherry Creek. Our staff

orchestrates a personalized experience by delivering genuine and intuitive service. Our chic design, fabulous fire pits and gorgeous event space make guests feel welcome and free to be themselves.

Tobias Rimkus

The St. Regis Aspen

Tobias.Rimkus@stregis.com

www.stregisaspen.com

713-429-9555

A contemporary version of a Gilded Age mountainside manor with 179 sophisticated luxurious rooms & suites, and more than 20,000 square feet of captivating indoor and outdoor event spaces, nestled at the base of Majestic Aspen Mountain. The resort is only steps away from downtown Aspen parks, shopping, dining, hiking & biking trails, and nightlife.

Sarah Roshan

Sarah Roshan Photography

sarah@sarahroshanphoto.com

www.sarahroshanphoto.com

303.905.9740

The romantic mountain wedding photographer for carefree couples. I believe all the beauty lives in imperfection, in jumping with your heart and carefree living.

Susannah Storch

Susannah Storch Photography

info@susannahphoto.com

www.susannahphoto.com

303.775.0824

The wedding photographer for fun-loving, free-spirited, adventurous wedding couples getting married in the Colorado mountains and beyond.

Leorah Young

JW Marriott Denver Cherry Creek

leorah.young@jwmarriottdenver.com

www.jwmarriottdenver.com

3032533092

The JW Marriott Hotel in Denver offers a distinctive fashion-forward experience in iconic Cherry Creek. Our staff orchestrates a personalized experience by delivering genuine and intuitive service. Our chic design, fabulous fire pits and gorgeous event space make guests feel welcome and free to be themselves.

Las Vegas Chapter New Members

Mike Briggs

Good Vibrations djs & The Silent DJ

mike@gvevents.com

www.gvdjs.com

702-438-8091

Debra Hansen

Bridal Spectacular

deb@bridalspectacular.com

<http://www.BridalSpectacular.com>

702-368-0088

Spectacular Bride Magazine and Bridal Spectacular Bridal Shows Connecting wedding pros with engaged couples since 1991. Offering engaged couples an amazing experience, meeting vendors face to face and learning about all that is required to plan a wedding. Recipient of many Star Awards from Bridal Show Producer's international for

fashion shows.

Judy Irving

Rev Judy Irving

judy@weddingvowslasvegas.com

www.weddingvowslasvegas.com

702-245-6635

Wedding Vows Las Vegas is a non-denominational service for wedding ceremonies, renewals, commitments, and same-sex ceremonies. Rev Judy brings to each a sense of dignity, compassion, love and grace. Since each couple has a story and a dream for their future, Judy encourages them to bring forth their own creative expression to make the day special.

Keri Keep

Mandarin Oriental

kkeep@mohg.com

www.mandarinoriental.com

7025903016

Mandarin Oriental, Las Vegas is the perfect setting for a wedding. The hotel offers a non-gaming, non-smoking venue with amazing views of the Las Vegas strip for fantastic weddings. Located within City Center, we are within walking distance from four casino floors should your guests still wish to have the Las Vegas feel. Throughout our property,

Colleen Kestel-Raidmae

Aria

ckestel@aria.com

702-234-9645

Angelica McDonnell

Green Orchid Events

angelica@greenorchidevents.com

www.greenorchidevents.com

7023247366

Green Orchid Events is a wedding and event planning company. Specializing in all social events. We offer many levels of service to accommodate our clients from full planning to consultation only services. We also customize services to fit the clients budget and needs.

Lydia Pierce

Red Rock Resort

lydia.pierce@stationcasinos.com

702-797-7546

Brianna Thompson

Brianna Michelle Beauty

beautybybri@gmail.com

www.beautybybri.com

3128232575

Brianna Michelle is an award winning Las Vegas makeup artist specializing in weddings, events, makeup lessons and more! Brianna Michelle transforms each bride to a more beautiful you! Established in the destination wedding capital, Brianna and her team all have over 10 years experience, providing the highest attention to detail for all ethnicities!

Phoenix Chapter New Members

Kristine Johnson

Presently Plum

presentlyplum@gmail.com

646.505.9919

Presently Plum is a boutique gifting company that specializes in Wedding Favors and Gifts, including Corporate Gifting.

Denise Karis

Denise Karis Photography
Denise@Denisekaris.com
www.denisekaris.com
480-331-1812

My focus is on giving couples organic and romantic images on their wedding day. I love building relationships with my clients and work on making them feel comfortable in front of my camera.

Mallory Morse

Hyatt Regency Scottsdale
mallory.morse@hyatt.com
480-483-5531

Karen Podrasky

KDP Events
karen@kdpevents.com
www.kdpevents.com
480.323.8317

Jamie Tennant

Four Seasons Resort Scottsdale
jamie.tennant@fourseasons.com
www.fourseasons.com/scottsdale
480-513-5023

In the cooling foothills of Pinnacle Peak, the AAA Five Diamond Four Seasons Resort Scottsdale offers a truly handcrafted desert resort experience. Spacious casitas and suites open to astonishing scenery in the high Sonoran Desert. Heart-skipping views garnish imaginative contemporary American fare. Located adjacent to the renowned Weiskopf-designed courses of Troon North and set on 40 acres of vibrant desert blooms, Four Seasons Resort Scottsdale at Troon North features 210 luxuriously appointed guestrooms, including 22 suites, an award-winning, a full-service Spa equipped with 14 treatment rooms, and unparalleled views of Pinnacle Peak and the Valley below.

Taylor Womack

La Tavola Linen
taylor@latavolalinen.com
www.latavolalinen.com
480.421.2333

La Tavola Fine Linen Rental offers a diverse array of exquisite linens for any special event. La Tavola provides table linens, aisle runners, napkins, cushions, pillows, chair covers, and sashes in a wide range of colors, patterns, and textures. With the ability to ship nationwide, the linens are accessible almost anywhere.

Mary Zarob

Brothers Tailors
mary.zarob@gmail.com
www.brotherstailors.com
847-971-6531

Brothers Tailors is a family owned business here in AZ. Mary is a NY stylist and clothier who has been in the business for over 15 years. She partners with a master tailor and together they help men find the right look for their special day.

San Francisco/Bay Area Chapter New Members

Jonathan Scheer

J. Scheer & Co.
jscheerandco@gmail.com
jscheer.com
(415) 622.8572

J. Scheer & Co. is a fine apparel cleaning and preservation company that specializes in the art of conservation

cleaning of designer wedding gowns.

Southern California Chapter New Members

Naomi McCullough

Beautiful Savage Flowers

naomi@beautifulsavageflowers.com

<http://beautifulsavageflowers.com/>

562.972.5193

Beautiful Savage specializes in floral arrangements for Weddings and Special Events.

Eric Acuña

Friar Tux

eacuna@friartux.com

(714)398-9836

Cynthia Harris

Classical Entertainment

classicalent@me.com

702.558.2973

Jennifer Iacovelli

J. Scheer & Co.

jscheerca@gmail.com

www.jscheer.com

310.313.9175

J. Scheer & Co. is a fine apparel cleaning and preservation company that specializes in the art of conservation cleaning of designer wedding gowns

Linda Ly

Grand Soirees Event Design & Coordination

linda@grandsoirees.com

www.grandsoirees.com

714-277-7252

Grand Soirees is an exclusively full service event design company established in 2006. We are based in Orange County, California and primarily serve the Southern California area. We enjoy illustrating our designs before executing them. Every event provides us with a blank slate upon which to create.

Zane Hauck

Zane Karl Studios

zane@zanekarlstudios.com

www.ZaneKarlStudios.com

816-392-9972

Zane Karl Studios is a full-service video production company specializing in the wedding industry. The team is available worldwide with home offices in Nashville, TN and Los Angeles, CA. The in-house team of editors, directors, and camera operators produce timeless film in various industries such as: Commercial, Fashion, and Entertainment.

Other/At Large New Members

Carolee Higashino

A White Orchid Wedding

carolee@whiteorchidwedding.com

www.whiteorchidwedding.com

808.242.8697

A White Orchid Wedding Inc., is Hawaii's most highly regarded wedding and event coordinating firm servicing clients worldwide. Recognized for our attention to detail along with exquisite custom wedding and event designs. A White Orchid Wedding ensures the most memorable and spectacular events custom tailored to our client's desires.

ANNOUNCING COLORADO CHAPTER

We are thrilled to share the latest news from WIPA's newest chapter in Colorado! They recently announced that they've formed their [Board of Directors](#) - congratulations!

CHECK OUT WIPA'S RECENT EVENTS!

Phoenix Chapter

The Phoenix WIPA Chapter got together for a wonderful event to celebrate all that is Arizona. Heather Crabtree was welcomed as she spoke on The 5 C's of Business Success. They also initiated the newest members of the chapter. Special thanks to our sponsors and speaker Heather Crabtree!

Sponsors included: [Renaissance Phoenix Downtown Hotel](#), [LVL Weddings & Events](#), [Andrew Jade Photography](#), [Envelope Envy Design](#), [Butterfly Petals](#), [Serendipity Cinematography](#), [BBJ Linen](#), [Classic Event & Tent Rentals - Phoenix](#), [Sapphire Sky](#), [The Wellness Bar AZ](#), [Sugar Hi Cotton Candy](#), [Ooh La La Booths](#), [Mystic Lites](#)





Southern California Chapter

WIPA SoCal hosted its 3rd Annual 'Design Challenge' meeting on March 1st at the luxurious Island Hotel Newport Beach, and once again it was an absolute hit! Four teams led by planner members selected one of the four seasons (Winter, Spring, Summer and Fall) as the theme for their design. The photos definitely tell the full story- but highlights included faux fur throws at the Winter design, live butterflies at the Spring design, billowing palm leaves at the Summer design, and laser cut leaf menus at the Fall design. Guests were also impressed with the presentation from Dane Sanders who spoke on "Building Your Business from the Ground Up".

Design Teams

Winter: Aimee Takumi of [Confetti Skies](#), [Beautiful Savage Flowers](#), [A Fabulous Fete](#), [Simply Sweet Cakery](#)

Spring: Angela Hall of [Hall Occasions](#), Christina Cruz of [The Events Boutique](#),
Shelby Owens of [Simply Classic Events](#), [Peony and Plum](#), [Honeycrisp Designs](#), [Happily Ever Etched](#), [Chase 'n Butterflies](#)

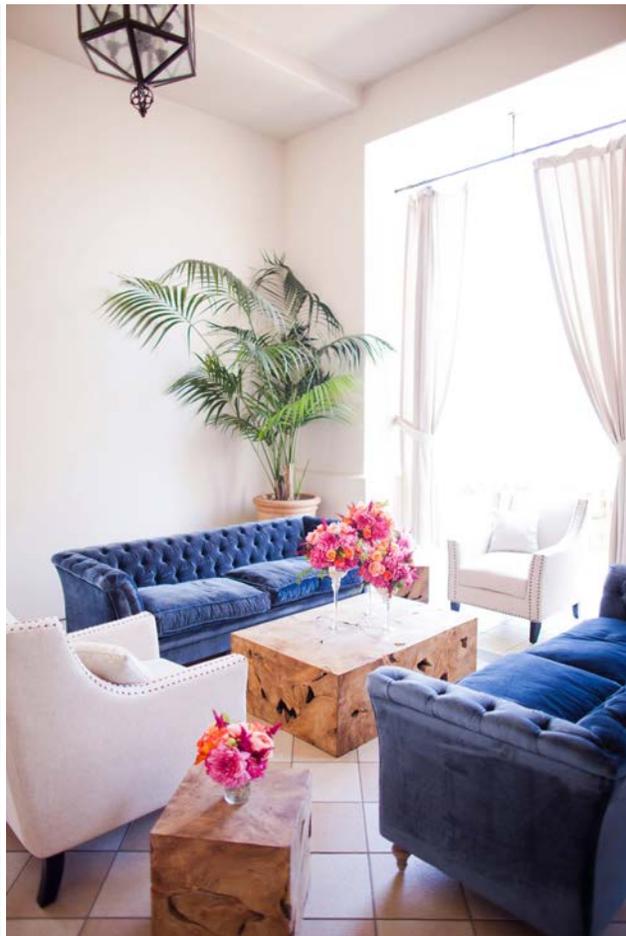
Summer: Erin Hansen of [Erin Hansen Events & Designs](#), [Empty Vase](#), [Clementine Studio](#), [Bottega Louie](#)

Fall: Brittany DuShane of [Kelsey Events](#), [Flowers by Cina](#), [Honeycrisp Designs](#), [Sensational Sweets](#)

Sponsors included: [Island Hotel Newport Beach](#), [La Tavola](#), [Classic Event and Tent Rentals](#), [Chameleon Chair](#), [Designer 8](#), [Chiavari Chair Rentals](#), [Little Hill Floral Designs](#), [Undercover Live](#), [Elevated Pulse Productions](#), [Flawless Faces Beauty](#), [Cool Haus](#), [Darla Marie Designs](#), [Studio EMP](#), [Hoo Films](#)







WIPA MEMBERS IN INDUSTRY NEWS

[Bold American Catering & Events](#) won [Allie Awards](#) for Best Team Effort: Wedding, Best Tabletop Design, and Best Wedding Floral Design.

Award winning Celebrity Wedding Producer, [Brit Bertino](#), has her secondary business Simply Weddings Las Vegas on the market and ready for sale. Simply Weddings Las Vegas is a successful service-based and home based business that is owned and operated out of Las Vegas, Nevada. Its primary activities include, but are not limited to, wedding planning, organization, management, production, and wedding etiquette awareness for couples. This recognizable brand is a perfect turn key service based wedding business that is ready to be cherished by someone that is passionate about the wedding industry and whom loves to plan and execute once in a lifetime events. To receive additional information and a complete memorandum please contact: Brit Bertino, [702-432-7433](tel:702-432-7433) or bbertino@britbertino.com.

[Cherokee Town and Country Club](#) won [Allie Awards](#) for Best Event: Wedding (under \$50k) and Best Wedding Cake.

Kevin Dennis of [Fantasy Sound Event Services](#) published his first column with Catersource on [Wedding Decor Trends](#).

[Friar Tux Shop](#), 5 time Best of The Knot and Hall of Fame winner, just finished their 15th Academy Awards onsite services outfitting hundreds of attendants. They have also launched a [Custom Tie and Pocket Square service](#) for weddings who are looking for one-of-a-kind accessories.

[Glow Event Design](#) was just featured in [Snippet and Ink](#). Glow Event Design's Christina Millikin has also been invited to speak at a WIPA event in Las Vegas in May as their keynote speaker, where she'll be speaking about Using Technology to Work Smarter, Not Harder.

Alan Katz of [Great Officiants](#) has been booked to speak again at the [Wedding MBA](#) in Las Vegas. Based on the comments and requests of his last year's presentation he was rated as one of the top 10 speakers. Katz plans to design a fun and educational presentation this year. What is the topic you ask? You will have to sign up and find out. Katz also has been donating his time speaking to UC Riverside and Cal State Long Beach to students in their event planning classes about the ceremony and marriage license process. Katz is going to Vietnam with [Raklife.org](#) to build a bathroom facility for a need family.

[Hey Mister DJ](#) just opened a new office & lighting showroom in Van Nuys for wedding clients. They can now do a live demo of Up lighting, pin spots, custom monogram, dance lighting and more.

[Honeybook](#) is hiring! Are you creative, entrepreneurial, welcoming, and fearless all before breakfast? We are looking for HoneyBook City Directors (San Francisco, Los Angeles and Seattle), part-time HoneyBook employees who connect and collaborate with local event professionals via HoneyBook and beyond. Join an entrepreneurial team, gain significant experience and exposure, and breathe the spirit of community over competition in all that you do. Apply here: <https://www.honeybook.com/teams/marketing>

[Honeybook](#) also wants to share that their partners, [Lumoid](#), granted them with 9 Tips for Shooting a Successful Wedding on the [HoneyBook blog](#) while The [Rising Tide Society](#) talk about the importance and best questions for vendors to gather in your questionnaire.

J.Wilbur Smith of [Eventscapes](#) was featured in *Get to Know the Pros* on the [Engage A Bride](#) blog and newsletter.

The [JW Marriott Denver Cherry Creek](#) won the [2016 Best Of Colorado Meetings and Events Award](#) for Best Hotel or Resort with a Meeting/Event Space in Denver Metro (200 or less Guest Rooms). They're thrilled to be honored with a Best Of award 2 years running!

[Legendary Events](#) won an [Allie Award](#) for Best Event: Wedding (Over \$50k) and Logistical Achievement: Planning.

[LVL Weddings & Events](#) is pleased to welcome the addition of three new members to their planner team! Jen Dawson, Kaitie Sicking and Carissa McDevitt. Learn more about each planner at <http://www.lvlevents.com/team>. LVL's Founder and Principal Planner, Lindsay Longacre, will be speaking at the upcoming ISS Experience in December.

[Mandarin Oriental, Atlanta](#) was recently highlighted in [Bloom Girl Blog](#) as being a "5-Star" destination for a relaxing weekend getaway. The post features a review of author Anne Benton's experience at [The Spa at Mandarin Oriental, Atlanta](#) where she indulged in a signature Peaches and Cream Treatment. The newly expanded Azalea room now offers 1,500 square feet of beautiful event space with abundant natural light! The neutral decor makes the room ideal for a special occasion transformation. This airy and spacious room features tall windows and its own pre-function space for welcome receptions.

[Melissa Jill](#) shared her insights at WPPI, helping a crowded room of photographers learn to establish and grow an associate photographer program. Her work on a beautiful vintage Colorado wedding was also featured on [The Black Tie Bride](#).

[Occasions Catering](#) earned two design awards in February, starting with the [People's Choice Award](#) at the [ISES Denver Designer Showcase 2016](#), for the "Black Swan" themed display that was produced in partnership with [Platinum Wedding and Events](#) and [Pro Chic Events](#). Occasions also won Best Design for its MTV themed multimedia food presentation at the [Wings Over The Rockies 80s Hangar Dance](#).

[OFD Consulting](#) is expanding with the addition of Audrey Keller, who has joined the team as the newest Wedding PR specialist. Owner Meghan Ely recently shared insight on networking with the [WeddingWire ProBlog](#) as well as utilizing inspiration shoots in your marketing with [Wedding Business Magazine](#).

[Peachtree Tents & Events](#) won an [Allie Award](#) for Best Team Effort: Wedding.

Renee Dalo, Owner and Lead Planner at [Moxie Bright Events](#) was a featured speaker at [The Rising Tide Society's](#) first ever [Tide Talk LA](#) event, sponsored by Honeybook and The Unique Space.

[TOAST Events](#) was named by [Vogue magazine](#) as one of the top wedding planners in the world! They also won an [Allie Award](#) for Best Team Effort: Wedding.

Vibiana was the [Event Solutions Spotlight Awards winner](#) for "Event Site of the Year." The venue was also featured on [Utterly Engaged](#) for a stunning Amsale bridal shoot, [Here Comes the Guide](#) as one of the top 9 unique venues in LA, and on [Grace Ormonde](#), [California Wedding Day](#), [Aisle Perfect](#) and [Strictly Weddings](#) for a handful of gorgeous real weddings.

[Wedding Store 24](#) just moved to a new store front in Little India and also produced a Luxury Indian Wedding Show on Feb 21st at the Ritz Carlton LA Live. Their move was featured on [Indian Wedding Site](#) and [India West](#). Check out more photos [here](#)!

The [Where Will They Stay?](#) team recently expanded, welcoming Fara Heath and Nathalie Holtzman as room block account managers. In addition, they were featured on Planner's Lounge sharing an article on [Room Blocks as a Hidden Revenue Source](#).

[Your Event Florist](#) was featured in [The Perfect Palette](#) for their stunning floral design for an elegant organic winter wedding at [Sassj](#) in Scottsdale, Arizona!

UPCOMING MEETINGS



LAS VEGAS AREA



Save The Date

TUESDAY
MAY 10TH
2016



SAVE THE DATE:

Join the Las Vegas Area chapter for a networking event on May 10th from 11am to 3pm at the Keeping Memory Alive Event Center. More information to come!

ATLANTA AREA



Join [WIPA Atlanta on April 21st](#) at the Mandarin Oriental for their next event!

PHOENIX AREA



Join the Phoenix chapter on Thursday, May 19th at Westin Kierland Resort & Spa!

COLORADO AREA



Join the Colorado chapter on Tuesday, April 19th for the [Chapter Launch Party](#) at Blanc! Members will be celebrating their inaugural event with Sasha Souza, who will speak on how to be yourself in today's industry.

SOUTHERN CALIFORNIA AREA

Join the Southern California chapter for their [Meet the Masters Roundtable Luncheon](#) at the Skirball Cultural Center on April 7th at 11 AM. There will be a number of top industry experts discussing all things weddings!

SAN FRANCISCO AREA

SAVE THE DATE:

Join the San Francisco chapter on Tuesday, May 3rd at the Embassy Suites SFO Airport Waterfront in Burlingame!

Conversations that Close: Create a Signature Sales Conversation That Makes Brides Buy

What if you had a crafted sales conversation that had brides asking to book you before the end of your first meeting? How different would your business be if you knew what to say to brides that urged them to buy quickly? Today's bride no longer responds to sales tactics that worked in the past. Additionally, different techniques should be used for brides at different price points; the trick is knowing what to say and when to say it in the conversation. If you use traditional sales methods or are a serial soft-seller, a signature sales conversation will help you close the deal with confidence.



www.wipa.org