



DESTINATION WEDDING *Academy*

*Become a Destination Wedding Specialist and write your Success Story!
Your Business in a Box for only \$1049.00 + GST CAD*

Objective

Your opportunity to have your own Destination Wedding Business under the umbrella of “Marsha Steeves Destination Weddings.” With this program you will have the opportunity to develop and grow your Destination Wedding Business, using the recognized and reputable name and business model of MSDW (Marsha Steeves Destination Weddings)!

Business in a Box was designed for success! You will be given a complete marketing program and you will build your own business plan. You can earn at a high income level and take advantage of amazing travel industry perks while travelling the world for next to nothing!

Perhaps you haven't been successful in the past simply because you don't have a vision, you don't have a destination or if you do, you don't know the path to it. Feeling stuck? Looking for a career, not a job? A good income potential while you work your own hours and Travel to exotic destinations? You never thought you could have it all, did you? Simply invest a bit of your time to take our Academy and make a minimal investment of \$1049.00 into your future. Then follow our blue print, as this dream could be your reality!

Education

Upon signing up, you will be set up on our online Academy and receive comprehensive training by industry professionals with over 40 years of experience, on both “Travel” and “Wedding” Planning.

The **Travel** module will encompass;

- Learning the differences of a destination wedding versus a local wedding.
- Developing sales skills and learning how to close the sale.
- Booking procedures made easy with our “Groups Manager”
- Learning the airport city codes, phonic codes and international time.
- Product knowledge on the best wedding destinations and best resort experiences that are fundamental in your recommendations to your clients. With our handpicked product and strong working relationships with vendors and hoteliers, you can suggest with confidence, the best possible experience for your valued clients.
- Study procedures for airport departures.
- You will learn what things can go wrong and how to handle any issues that could arise. Most importantly “Prevention” and how to work within our bullet proof systems keeping risk at it's lowest. Ultimately to deliver a seamless experience.



The **Wedding** module will encompass;

- Learning to plan with ease using our “Power Planner.”
- Learning how to choose the best wedding package, customizing with additional items to best meet your Bride & Groom’s preferences and keep within their budget.
- Learn in the Cultural Study, interesting traditions and wedding etiquette of many cultures.
- Becoming familiar with the legal marriage requirements of different countries.
- Studying the contracts between the couple and the Imagery Team including payment schedules and deadlines.
- Learning about venue options, table settings, décor, florals, lighting etc.
- Learning the logistics to booking off-site vendors.
- Be inspired by unique destination weddings stationery and favor ideas.
- The designing of Guest Programs for the week.
- Becoming familiar with latest trends in destination bridal wear.
- Learning how to arrange activities and excursions for your wedding group.
- Learn about our Concierge Service where you will escort your group to destination and oversee the full week.

The **Marketing** module will encompass:

- Learning how to develop and promote your business effectively using various strategies.
- Developing marketing skills and taking advantage of the latest social media platforms to help grow your business.
- Learning how to position yourself within the market.
- How to read and understand Media Kits and Advertising specifics.
- Learning setup and strategies for Wedding Shows.
- Creating your own Business Plan – your blueprint to your Success!

Printed Modules of this course are also available for purchase.

Career

Now you’re at your final approach. Here you will learn the business setup and review details of your contract. You will become familiar with your many financial incentives and bonuses. You will become privy to the Travel Industry Benefits and our Partnership Travel Benefits, all to be extended to you.

You now have gained the knowledge and know how! You are equipped with your tools and systems to keep efficient, risk free and operating at your peak performance. By now you’re groomed to realize the importance of your compass – your bulletproof plan. You are resting assured you’re working with a support system that always has your back.

Now awarded with your “Certificate” and given your “Business in a box,” you are primed and ready to launch your wealth plan as you enjoy a most rewarding and fulfilling career in the travel and wedding industry!

What are students saying...

"I took Marsha Steeves Destination Weddings Academy and am happy to say I was pleased with the experience. I got more insight on travel procedures and how to plan and organize a destination wedding. Marsha was a great instructor with patience and great knowledge in the field. There was not a question that she left unanswered. I recommend this course to anyone wanting to complete it in-house or online!"

- Susan, July 2017

"I met Marsha by volunteering at her business while I was in my Tourism program. I was lucky to meet Marsha who introduced me to the travel and wedding industry. She's very passionate about her business and has many years of experience. I knew by taking Marsha Steeves Destination Wedding Academy, it would be well worth it. She will teach you everything you need to know about both industries. The course was detailed and covers all the categories to get you started to become an agent. The course will also help you get started and understand the process of booking group travel. It also taught me information on different cultural weddings as well. Between Marsha and Harumi they have plenty of expertise to guide you along the way or answer any questions. I highly recommend taking the Academy course."

- Jennifer, October 2017

To enroll or learn more contact:

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