



Starting Up or Re-booting your Romance Travel Business

A vibrant tropical beach scene with palm trees framing the top and sides, turquoise water with white foam waves crashing onto a sandy beach at the bottom. A white rectangular box is centered over the image, containing the main text.

The Power of Knowledge

— YOUR SUPER POWER —

KNOCK THEM OVER WITH KNOWLEDGE

Destination Weddings Post Covid

Current Destination Info

Resort Changes & Updates

Destination Wedding Trends





Destination Weddings

POST COVID

DO I NEED TO CHANGE THE WAY I DO BUSINESS?

- Implement a Service Fee Agreement
- Introduce a Covid Waiver
- Discover new revenues
- Expand the travel side of your business



WHAT CHANGES TO EXPECT POST COVID

- Smaller wedding groups
- Priorities have changed
- Service fees expected
- Uncertain capacity
- Expect price increases in future
- Fantastic pricing for 2022





Sandos Caracol Eco Resort [\(Overview\)](#)

Riviera Maya, Mexico



TripAdvisor 21066 reviews

All Inclusive



Packages per adult starting from:

\$1665.00 CAD

Includes taxes and charges

Estimated total: \$3330.00 CAD

Select hotel

Compare

Flights and hotel

2 adults x \$1419.00 \$2838.00

Taxes and fees

2 adults x \$246.00 \$492.00

Alternate departure dates:
(estimated total per adult + taxes and fees)

Fri. Mar. 18 \$1665.00	Sat. Mar. 19 \$1665.00	Sun. Mar. 20 \$1665.00	Mon. Mar. 21 \$1625.00	Tue. Mar. 22 \$1625.00
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Sandos Caracol Eco Resort ★★★★★

Riviera Maya, Mexico |

Sun, 13 Mar 2022 | 7 days | All Inclusive

Supersaver Room 18 more room types

From Toronto (YYZ) [Flight details](#)

Package includes Flight + Hotel + Transfers

\$2265 per adult
Total **\$4530**
taxes & fees incl.

Select your room

Compare

Alternate
departure dates

\$2205
Fri, 11 Mar

\$2265
Sat, 12 Mar

\$2265
Sun, 13 Mar

\$2175
Mon, 14 Mar

\$2105
Tue, 15 Mar


Looking for a better deal?
[See lowest price calendar](#)

WHAT IS MOST IMPORTANT TO COUPLES POST-COVID?

- FLEXIBILITY
- Booking Protection
- Safety of their guest
- Getting together
- The help of an expert



**BUSINESS
FLEXIBILITY**



Health and Safety



BUDGETS

Look for smaller wedding groups with larger budgets, with more money spent on add-ons they might normally not be able to spend with a larger wedding group. Although budgets may have increased, it may not profit your bottom line.



BUDGETS

- Room upgrades
- Private transfers
- Increase service fees
- Offer new services
- Upgrade the resort

THE FUTURE

- The wedding business may change forever
- May have to pivot your business
- Destination will always be around and could become even popular
- Prepare for a boom. Will you be ready?

COVID-19 WEDDING RESTRICTIONS	
REGION	RESTRICTIONS
British Columbia	Maximum of 10 people (Does not include event organizer and staff)
Alberta	Maximum of 10 people (Does not include event organizer and staff)
Saskatchewan	Maximum of 30 people
Manitoba	Maximum of 25 people (Does not include officiant, photographer or videographer)
Ontario	Maximum 15 per cent capacity of the room (Includes officiant and staff)
Quebec	Maximum of 25 people
New Brunswick	Maximum 50 per cent capacity of the room
Nova Scotia	Maximum 50 per cent capacity of the room (Up to 100 people indoors)
Prince Edward Island	Maximum of 50 people
Newfoundland and Labrador	Maximum of 50 people

WEDDING DEALS

- Encourages to book now
- Low deposits required
- Flexibility for changes

GREAT MARKETING TOOL!

SAY "I DO" WITH SUNWING WEDDINGS



FREE wedding planning services

Our consultants will help make the wedding planning process a tropical breeze.



Group travel assistance

We'll help all your friends and family book their travel and assist with their reservations.



Adding to a group is easy

Add up to 50 seats or 20% at your contracted rate up to 60 days before you leave.



Wedding Couple Attire Care Program

Your wedding day outfit will travel like a VIP in its own special compartment on board.



Wed30 promotion

Take your wedding budget further and reserve 30 air seats/15 hotel rooms with just a \$300 deposit.



Groups price guarantee

Enjoy a one-time price adjustment on groups rates up to 60 days before departure.



Additional baggage allowance

For every group of 10 adults travelling together, you'll receive 1 additional checked bag FREE!



Private Hotel Transfers

Arrive in style! Enjoy free private transfers to and from the airport to your hotel or resort in destination with a minimum of 15 passengers arriving on the same flight.



WEDDING GROUP PERKS



Why book a group with us?



- Complimentary site inspection for the wedding couple¹
- No deposit for 90 days²
- FREE seat selection³
- 2 FREE upgrades for the wedding couple, including access to the Maple Leaf Lounge⁴
- Storage space for the wedding dress onboard the plane⁵
- \$500 future travel credit for your next vacation⁶

Terms and conditions: ¹Valid for a 3-day duration and refundable on the group invoice for a maximum credit of \$2,000 for groups of 50 passengers or more at participating hotels. Taxes are non-refundable. ²Non-refundable deposit for bride and groom is required (\$300 per couple). Air Canada Vacations will hold a maximum of 30 seats, 15 rooms with no deposit for 90 days or up to 120 days prior to departure. Any additional rooms or seats will require full deposit and will follow regular conditions. Not applicable when the hotel requires special group contract. Restrictions apply. Contact our Groups Department for details. ³Valid for groups of 20 passengers or more. Subject to availability. Applicable to generic seat selection only. ⁴Valid for groups of 20 passengers or more. Valid on select flights only. Subject to availability. ⁵Valid on select flights only. ⁶Valid for the bride and groom for travel up to 13 months after the original group travel date. Valid on Flight, Hotel & Transfer packages of 7 nights or more to Mexico or the Caribbean. This travel credit is non-refundable, non-transferable and has no cash value. Valid on groups of 30 passengers or more.



AIR CANADA
VACATIONS

BOOK A GROUP

Book a group of 10 adults and get \$500 in instant savings¹ + pay only a \$50 deposit per person².

WHY BOOK YOUR GROUP TRAVEL WITH US?

- FREE flights and rooms³
- Convenient connectors at special rates from 54 Canadian cities
- Flexible stays (3 to 29 nights)
- Increase your group size by up to 20% at the original price⁴
- Price Drop Guarantee for select hotels⁵
- Earn Aeroplan[®] points

Applicable to: Mexico and the Caribbean

Book between: April 19 and July 31, 2021

Travel between: September 1 and October 31, 2021

WEDDING DEALS

It's all in the presentation!

It's only \$500 to book your destination wedding group!

Did you know as the wedding couple you can secure up to 39 rooms for only a \$500 deposit.

And, you can book these rooms up to 2 years in advance giving you and your guests plenty of time to save and plan for your destination wedding.

We recommend booking 8-12 months out for American Groups and 12-14 months out for Canadian Groups to get the best prices and to secure your ceremony and reception locations.

Plus, at select resorts you also qualify for every 5th, 6th or 7th room free when booking your group!

80% of our wedding couples receive group promotions where their travel costs are free and receive huge discounts towards their wedding costs.



EXCLUSIVE OFFERS



WEDDINGS EXCLUSIVE OFFERS DESTINATIONS WHY CHOOSE US PREFERRED PARTNERS HONEYMOONS OUR COMMUNITY



LET'S START PLANNING



SIGN IN HERE

Free Sky Wedding Package

EXCLUSIVE SAVINGS



Receive a complimentary SKY WEDDING PACKAGE + one room category upgrade when you book the Always and Forever Wedding Package

Enjoy a complimentary Hard Rock Wedding Collection (valued at up to \$4,000)!



CANCUN . PUNTA CANA . VALLARTA
RIVIERA MAYA . LOS CABOS
AN ALL-INCLUSIVE EXPERIENCE



BOOK BY 08/20/2021

*Restrictions apply. See terms & conditions for more details.

DON'T LEAVE MONEY ON THE TABLE!

- What is your commission on resort wedding packages?
- Is it worth your time to sell add-ons for the resort?
- Confirm commissions are paid on add-ons.
- Have you reviewed all ways to make revenue?



An aerial photograph of a tropical beach. The left side shows a dense line of palm trees and other green vegetation. A narrow strip of white sand beach curves along the edge of the water. The water is exceptionally clear, showing various shades of turquoise and light blue, with some darker patches visible beneath the surface. The overall scene is bright and vibrant.

Current Destination Info

— BE ON TOP OF IT! —

WHAT YOU NEED TO KNOW ON A ON-GOING BASIS

- Entry requirements
- Availability of covid testing
- Capacity of airseats/hotel rooms
- Airport health and safety protocols
- Airport transfer protocols/private transfers



Barbados

ALL travellers into Barbados, inclusive of those deemed fully vaccinated, are asked to review, and indicate their acceptance of the following:

ALL travellers must travel with a valid negative Standard COVID-19 PCR test result.

With specific reference to the type of PCR test required and accepted for entry into Barbados:

Specific Requirements:

1. The specimen taken must be a nasopharyngeal or oropharyngeal swab (or both) taken by a healthcare provider
2. The sample must be taken within 3 days prior to arrival.
3. The laboratory performing the test must be an accredited, certified or recognized facility

Please note that the following will NOT be accepted:

1. Nasal swab samples
2. Saliva samples
3. Self-administered tests (even if the sample was taken under the supervision of a healthcare provider)
4. Home kits
5. Rapid PCR tests

I have read the requirements for travelling to Barbados

Close the Window

Do I need a covid test for Mexico?

iVisa | Updated on Apr 16, 2021

At the moment, Mexico does **not** require travelers to have proof of a negative COVID-19 test in order to enter the country. However, there are a number of other health requirements that travelers must follow to enter Mexico, such as the **Health Declaration Form**. You can get this mandatory travel document by filling out our 100% online application and letting our team handle the rest.

In the following FAQs, we've collected a guide to the entry requirements for Mexico so you're prepared to have a great trip.



AIR CANADA
VACATIONS

COVID-19 COVERAGE PLAN

Caribbean | Mexico | Europe | United States

AT NO EXTRA COST

Your package now includes the COVID-19 Coverage & Assistance Plan, administered by Allianz Global Assistance!




CAREFLEX PLUS

Europe | Caribbean | Canada | United States

\$59

Change your booking, transfer your package, or cancel with a FULL refund 25 days prior to departure.

A photograph of a resort patio. In the foreground, there is a dark brown wicker outdoor dining set with green cushions. The patio is paved with light-colored concrete. In the background, there is a building with a terracotta roof and a view of the ocean under a blue sky with scattered clouds. A palm tree is visible on the right side of the frame.

Resort Changes and Updates

POST COVID

Government approved Health & Safety Protocols

**BOOK &
TRAVEL**
WITH PEACE OF MIND

- ✓ Cancel anytime
 - ✓ Trip insurance is on Us!
 - ✓ Free on-resort COVID-19 testing
 - ✓ Industry-leading cleanliness protocol
- And more..

[LEARN MORE](#)

Sandals

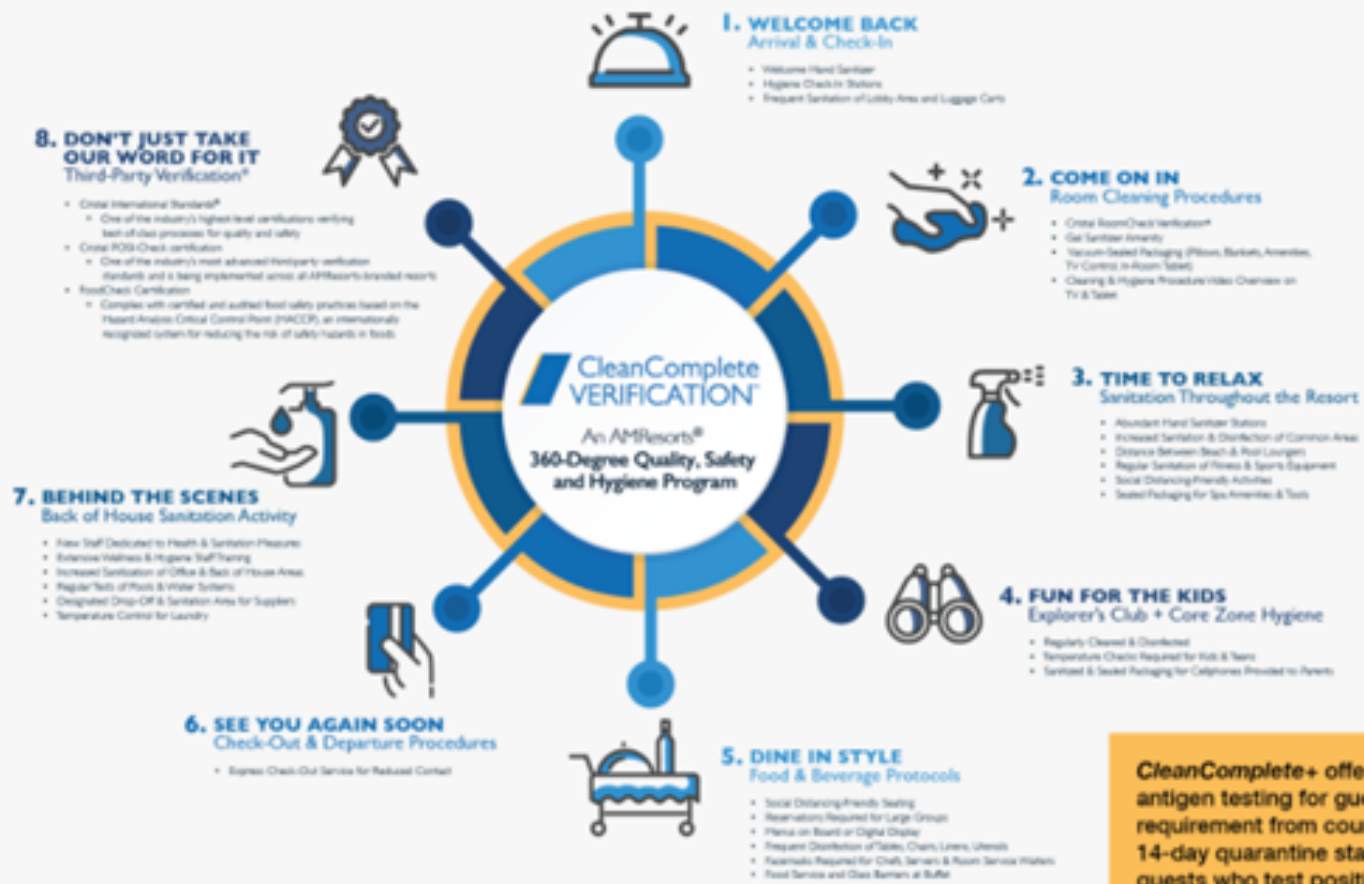
5-STAR LUXURY INCLUDED[®] RESORTS



SANDALS PLATINUM
**PROTOCOL OF
CLEANLINESS**

Our robust 18 touch point Platinum Protocol of Cleanliness guarantees standards that focuses on integrated advanced hygiene practices.

AMRESORTS® QUALITY, SAFETY AND HYGIENE PROTOCOLS



CleanComplete+ offers free viral antigen testing for guests with testing requirement from country of origin & 14-day quarantine stay at no cost for guests who test positive. A three-night minimum stay required to be eligible for free testing.

*Title of Global International Standards® (an ISO) proprietary partner with BSI (BSI/ISO), which audits and certifies hygiene and safety standards across the world, defining monthly reviews and an annual recertification based on strict criteria.



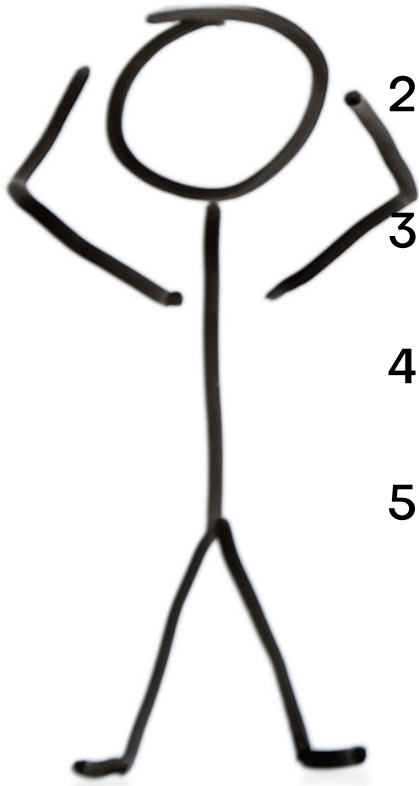
What's in a business name?

WHAT'S THE BIG DEAL?



What's the big issue about business name anyway?

- 1.) It gives the first impression of your business.
- 2.) It creates your identity and reflects who you are.
- 3.) It can be memorable, if kept simple.
- 4.) It gives a strong impact on your passion.
- 5.) Can and has been proven, to increase business.



It's who you are! You should be proud!

Creating your business name TIPS

- Be descriptive but not too general or vague.
- Don't choose a name that is too vague.
- Use related words in a creative way.
- Keep it simple but unique.
- Don't copy your competitors.
- Choose something that captures who you are.
- Avoid using your own name.
- Choose a name that's scalable.
- Make sure you have a related domain.





Choosing a business name is a thing!



An aerial photograph of a river delta with a mix of blue and reddish-brown water. Several boats are visible, some beached and others in the water. A white rectangular box is overlaid in the center, containing the title and subtitle.

Business by Numbers

WHAT FIGURES?

Accounting & Reconciling Files

- Can make or break your business
- Can detect mistakes or discrepancies
- It's where you can see your profit or losses
- Keeps you organized
- It is absolutely mandatory in order to get paid!



Accounting & Reconciling Files TIPS

- Don't let it slide.
- Use a CRM system that works for you.
- Pay someone to do it.
- Put it on your schedule.
- Keep your files up-to-date.
- It's just not good for business.
- It can reflect a negative customer service experience.
- It will make you feel good!

SERVICE

ORDERS

ANALYSIS

MARKETING

STRATEGY

SALES

SUPPORT

QUALITY



CRM

Customer
Relationship
Management



Fams & Virtual Tours

— BEING THERE AND THE NEXT BEST TO BEING THERE —

FAMS & VIRTUAL TOURS

- When will they return?
- Are you comfortable to travel?
- Where would you like to go?
- What is important to you?
- What will change for pre-covid Fams?
- Are you attending any virtual tours?
- What has that experience been like?
- Do you find virtual tours useful?
- Pro's and Con's Fams VS. Virtual Tour
- How can DWHSA help?



**Back at 3:15 pm for
Sales & Marketing**