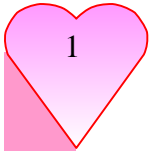


Visit the No. 1 Wedding Blog at Romance-Fire.com

Romance-Fire

27 July 2007 Newsletter Issue 1

For Your Wedding



**Clueless When
Signing Your
Wedding Contract?**

**7 Must-Know
Before the Wedding
Contract Messes You
Up!!!**

Jhong Ren runs [My Wedding Blog](#)- an online wedding diary that gives more than just the usual tips and advice on a daily basis. Check out <http://www.Romance-Fire.com> now and by all means leave us your comments, share some of your own wedding experiences and give us some suggestions for new resources we can recommend to our community.

If this article has benefited you, do pass on this newsletter to your friend.

**This newsletter (worth US\$20) is free to be distributed & you won't be charged a single cent.*

STOP: Is the newsletter you are reading outdated?

To download the updated copy, [click here](#).

1. Whatever agreed terms that are not in the contract, please request the hotel staff attending to you to write them in the contract and counter sign.

Turn-over rate in hotel staff is high and is common to have a different coordinator attending to you after a few months have passed. I have mine changed 3 times.

Thus to avoid yourself getting into a difficulty spot to explain again, get the current hotel coordinator to counter-sign so that there will be no question ask in the future.



2. Verbally clarify any issue that you are unclear.

Don't assume as it is. Contract is one funny piece of paper where the power of English comes into play. And only those who know the game can win.

The words may appear as they are but can have another definition, according to the hotels.

For example, if the contract states "day rental of helper's room", don't assume that their day is 24 hours or as in 1 whole day. Check with them what the hotel meant.

3. Ask close ended question.

Ask close ended question like "so this means that I will get to check out the next day?"

Don't ask "when do I check out then?"

This gives space for the coordinator to work according to his terms.

Another example, "so I will be expecting free bottle of wine for every table, right?... (without pausing) ok, let's move on..."

Some coordinators are really new, just like wedding couples who will most probably be planning for their first time. Thus, they may not be very sure how to go about the negotiation.

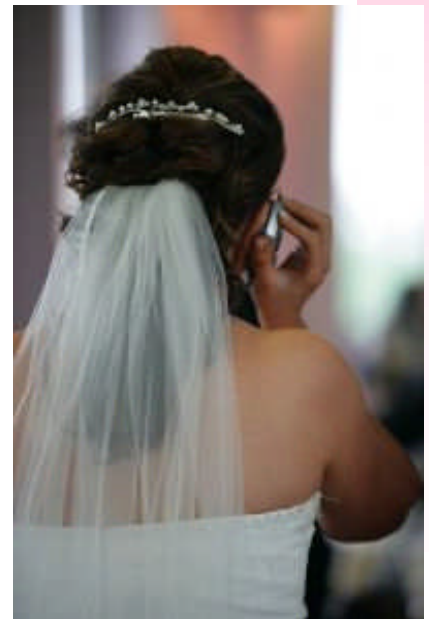
4. Hotel Coordinators can give freebies if they want to

3

Hotel coordinators have the ability to give you freebies if they want to. Sometimes, they will "always" need to "check" with their upper management for small items like free corkage and so on.

However, sometimes I see this equal to saying "No, they don't want to give it to you."

However, there are times they really need to check for bigger freebies such as upgrading of rooms or saying increasing the free corkage from 10 to say 50.



5. Ask for more than what you need.

Following from point 4, hotel coordinators are given lots of space to maneuver.

They can give you the following items free:

- another helpers' room, free corkage up to as many as you want, free one bottle of wine per table, increase of car-park coupons by another 200 per cent, express check-in services, delay check-out if there is a need, free upgrade of bridal suite, free food-tasting, another free one to two tables on wedding night.

The option is limitless and you can move around with the negotiation space as much as you want to. Again, this depends on your negotiation skill.

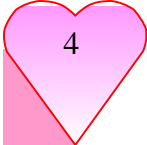
The bottom-line is bargain for something which requires you to pay and convert it into free. This is to help you cut down the costs.

6. Bring along a friend who is a power-negotiator.

I must say my best friend is and he still is. I am still very thankful to him.

He helped a lot in "being a friend" to the coordinator and building rapport with her. Treat the hotel coordinator really nicely and friendly and joke with her.

Give LOTS Of empathy in how late she has to work just to see you. Treat her as a human for goodness sake. Though she is representing the hotel, she is still after-all, a human cum employee working so that she can make money to feed herself.



Ads/ Sponsors:



To know more about how you can place your ads here, please contact our advertising team at : advertising@romance-fire.com