



20 Questions to Ask During Your Consultation with a Wedding Planner?

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1. Are you available on our wedding date?
2. What services do you offer (full-service, partial service, event management)? What's included in your services?
3. Are you an event designer?
4. What sets you apart from other professional wedding planners?
5. Do you have a specialty? What is your primary area of expertise?
6. How many weddings do you plan a year? Do you have another wedding or event during the same weekend as my wedding? Do you have weddings or events during the same weekend?
7. When did you launch your business? How many weddings have you planned since you launched your business?
8. How many weddings have you planned similar to mine? Have you planned any weddings at the venue where I am getting married?
9. What is the average guest size of the weddings you plan?
10. What is the average budget of the weddings you plan? Can you help me stay within my budget?
11. Tell me more about your team? What are their qualifications?
12. What does your planning process look like? How many meetings will we have? Will you be present at all of the meetings with the venue and vendors?

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13. How do you prefer to communicate?
14. What's your secret for staying calm under pressure? When something goes wrong on my wedding day, what steps do you take to get the day back on track?
15. When do you typically arrive at the church or venue on the day of the weddings?
16. What type of outfit do you typically wear on the day of the wedding?
17. Do you have a list of preferred vendors? Are you okay working with vendors who aren't on your list of preferred vendors?
18. What is included in your fee? What percentage of the fee is your deposit/retainer? Do you have more than one payment plan available? What forms of payment do you accept? Cash, check, credit card?
19. Do you have insurance coverage to protect your business and your work? What is your cancellation policy?
20. Do you have any references (couples, vendors, venue coordinator) that you can share with me?

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