**QUESTIONS I ASK TO GET TO KNOW THEM!**

Where theyre from?

Jobs now/school?

How they met / proposal (if not covered in emails!)

Wedding plans / what they’re most excited about?

What they like to do for date nights?

Bridal party (number of people if they know!)

What they’re looking for in photographer / what’s important to them to capture (if not already discussed in emails)

**Essentially I’m trying to get to know them as people & a couple and WHY they are together and what they’re most excited about for their wedding day and marriage! I try to get to establish a personal connection with them before we dive into all things wedding related and business. If they bring something up that I can personally relate to, I’ll let them know a little bit about me as well but mostly I want to get them to talk and listen to what they’re saying!**

**If they bring up anything that they’re worried / anxious about throughout the whole process or a vendor or something they haven’t booked yet, I try to talk to that in the second half of the consult and prove to be a resource that they can trust for help on those kinds of things!**

**WALKING THROUGH WEDDING PROCESS**

I talk through booking details & how that’ll work in HoneyBook (I let them know I’ll send a proposal after this so they can officially review everything before they make their final decision!)

**Engagement session details** – how I help them style it, choose locations, the importance of an engagement session in getting them comfortable in front of the camera (I say I use pretty much the same core poses on the wedding day just with a bouquet!). I say that it’ll feel like a breeze since they’ll already know what I mean from the engagement session! I also talk up PRINTING out these photos and using them for save the dates / reception décor since I love stressing the fact that your photos shouldn’t forever stay in your online gallery! I also let them know that they’re included in EVERY single package that I sell and if for whatever reason they can’t use their engagement session (mostly for my military couples or couples from out of state) they can trade it for an extra hour of wedding day coverage!

**Wedding Questionnaire** – I let them know that I’ll be getting all the nitty gritty details like family pictures they want, the phone numbers of points of contacts, names of their bridal party, any special details (so I don’t miss pictures of these!), and vendors info through this extensive questionnaire that I send 2 months out. This shows them that I really am detail-oriented and CARE about the details and am super organized! That I really do put in the effort to be well aware of everything that’s going to be happening on their wedding day and so that I can call people hopefully by name too! I let them know that I’ll help organize the family formals list to make it as efficient as possible too!

**Week of Call** – I let them know this happens the Tuesday of their wedding week and will be super informal and no more than 30 minutes! It’s just to finalize last minute details, confirm locations and parking, etc. I let them know that I’ve caught a LOT of small details that help avoid confusion on the wedding day from these and that they give us a chance to touch base before the craziness of the day! This way we can plan for their day and when I show up I don’t have to bother them with small nitty gritty questions! I also send them a guide for all the last minute reminders to help make their wedding day go smoothly! I remind them of things like asking their guests to stay out of the aisle, designating one person that’s on top of the timeline, letting the family know to STAY at the ceremony site for pictures, and to keep a box of details ready for me with the bouquet!

**WEDDING DAY**

I walk them through what the entire wedding day photography experience will look like from start to end.

**Details** – I let them know that I start with detail pictures and that I generally start coverage 1.5 – 2 hours before their ceremony depending on if they’re doing a first look or not. I get warmed up with details and I’ll let them know to keep it in a box! I tell them that the second shooter will be getting candids of the girls hanging out & getting ready. I let them know that I generally reserve 45 minutes for this part of the day to get everything all set up and to start shooting!

**Bride Getting into Dress –** I let them know that we’ll have their bridesmaids and family in their dresses first. And that I wait until she’s all the way in her dress to capture her mom/siblings doing the last final buttons or zipper or whatever and get really pretty portraits of this! I let them know that we’ll choose a specific location for this to get the best portraits and that I recommend saving 30 minutes for this part of the day!

**Guys Getting Ready** – I stress that these are SUPER simple and take a MAX of 10-15 minutes. I let them know that either me or my second shooter will go over, say hey, and just capture final touches of the best man putting the groom’s jacket on, shoes, tie & cuff-link. If they’re toasting to anything we’ll capture that as well but that me and my second shooters really stay out of the guys’ way for the most part and let them do their thing. I also let them know that we’ll help them clear off a corner of the room with the best light to get images or take them outside if necessary SUPER quick for these photos!

**First Look** – I walk them through the benefits of a first look and let them know why I would consider doing it: I mostly mention being able to spend more time with each other, making wedding day logistics easier, getting more portraits and better JUST in case it rains but I stress that ultimately it’s their personal decision! I let them know I’ve seen both be equally emotional and I walk them through how I set it up. I let them know that I face the groom one way and let the bride know to walk up to him and either tap his shoulder or call out his name for him to turn around and see her in her dress for the first time! I stress that we try to keep it a private moment so it’s JUST the two of them and that me and my second photographer really stay out of their way and let them have AS much time as they want to themselves whether it’s 30 seconds or 5 minutes before they signal to me that they wanna switch into taking portraits! I also point out the benefits of being able to get their family & bridal party to cocktail hour more quickly this way! I let them know that this takes no more than 30 minutes!

**Bridal Party Portraits** – I let them know that I allot 30 minutes for this part of the day! I let them know we’ll do a bunch of group portraits altogether and then do groups of the guys all together and the girls all together. I stress that I also get one picture of the groom with each one of his groomsmen individually and the bride with each one of her bridesmaids individually which is why I keep thirty minutes during this time. I do let them know that if we’re in a pinch we can take these really quickly but having 30 minutes of time is a great buffer in case anything else runs late!

**Family Portraits -** I let them know that I ask them for combinations before the day with everyone’s names so that we can quickly shuffle people in and out around them. If they have a ton of family combos we’ll do 45 minutes to an hour but I tell them that my recommended list of immediate family takes 30 minutes to get through! I let them know that for each combination I do every which break out (ex: bride & groom and bride’s family, I’ll also snag bride & her family without the groom as well, etc.) which is why I keep 30 minutes for this time! I let them know to inform their family to stay at the ceremony site and will let them know that I’ll remind them of this during our week of call! I let them know that we can take bigger family combos during the reception or any that we miss for whatever reason then.

**Ceremony** – I let them know that we try to be as photojournalistic and out of the way for this as possible. If their venue has any restrictions we will abide by them. I ask them to have their fam stay out of the aisle and that because I have a second shooter included in every package, they’ll get pictures of both the bride walking down the aisle & the groom’s reaction as well as guest reactions for the ceremony! I ask them if they have a set ceremony time that we need to plan the photography timeline around!

**Sunset Portraits** – If we do a first look we sneak out for 10-15 minutes for some newlywed sunset portaits! I let them know that these are always my couples’ favorite portraits from the whole day! I let them know that if they don’t opt for a first look they can count on saving about 1.5 hours after their ceremony for their family/bridal party/bride & groom portraits!

**Reception:** photojournalistic (you & guests reactions) & capturing big events mostly! I let them know they’ll get TONS of pictures of the dances since they’re one of my favorite parts of the day! I let them know that I do require a hot meal for me and my second photographer and we eat towards beginning of dinner so we’re free and ready to capture everything else after that! I also assure them that I always work with DJ to make sure not to miss anything.

**Logistics** - I let them know I don’t have a cap on the number of images I deliver, that they’re through PASS gallery within 4-6 weeks of their wedding day and that the gallery stays up for 10 years and they can order prints directly through it and share the link with their friends and family. They get a print release to print from wherever they want! I let them know that any pictures in B&W they’ll also get in color, I let them know I do have liability insurance if their venue requires it and that I take backing up their images & my equipment VERY seriously! I also tell them they’ll get their blog post with about 100 images within the week of their wedding! I let them know that I use these images for their mock album design from which they get 2 revisions to finalize it before it’s printed & shipped directly to their home so they have their album within 3 months of their wedding day!

**Wrap Up** – I ask them if they have any questions! Usually by this point I’ve covered anything and everything that they would have thought about. I let them know that it’s a big decision and to take their time and go with whoever they feel is right for them and their wedding day! I let them know that I’ll send over a proposal of discussed package with all the costs broken down as well as the contract and that I’m an open book for any questions that they OR their families have before booking! I thank them for their time and hope to hear back from them soon!