



Richard Martinez  
Luxury DJ's

2016 Director of  
Membership

## ALL THINGS WEDDINGS

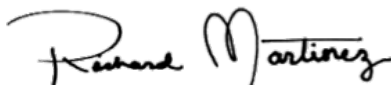
Hello WIPA,

I am thrilled and humbled to serve as your national (soon to be international) Director of Membership for this incredible organization! I remember attending my first WIPA meeting several years ago and feeling right at home. I have not missed a meeting since. The relationships, mentors, leadership growth and business partnerships have helped my business grow exponentially! Most importantly, being a part of the WIPA community has allowed me to build genuine life-long friendships with the industry's greatest leaders and visionaries. As entrepreneurs, we make several "investments" throughout the years, and hands down, this has been the most powerful investment I have made. I strongly recommend WIPA for anyone in the wedding industry.

The momentum for the organization this year has been spectacular! We have experienced a historic 25%+ growth in membership nationally just in the first quarter of 2016. Our local directors of membership are doing an incredible job and our national board is progressive, hard working and ready to modernize the organization. We are going to revolutionize membership for WIPA in 2016. I strongly encourage anyone that has ever considered getting involved... to join a committee locally or nationally this year. Any ideas you may have to improve the value to membership – please feel welcome to reach me at [richard@luxurydjs.com](mailto:richard@luxurydjs.com).

Lastly, I will have the honor of attending our Northern California meeting this month and look forward to meeting members from all across the country throughout 2016! I also want to invite current WIPA members to join our National Membership Committee. Please feel welcome to reach me at [richard@luxurydjs.com](mailto:richard@luxurydjs.com) to learn more about how you can influence the future of this amazing organization.

Thank you all!



Philadelphia Launch Party



We're thrilled to announce the launch of [WIPA Philadelphia](#) with an evening of cocktails & conversation! Thursday, May 12, 2016 at the Pomme

### New York Launch Party

Pauline Parry of Good Gracious Events shares, "It was a brilliant evening with over 100 professionals joining us at the new venue GARAGE, owned by Kenneth Cole. As ambassador for WIPA, I was delighted by the wonderful hospitality and the engaging audience, all who were anxious to know more about WIPA. The highlight for me was being introduced by the infamous Ron Ben Israel, wedding cake designer extraordinaire, and of course signing up multiple new members.

Our sincerest thanks to Sandy Hammer of [Allseated](#) for being the perfect host!





Thank you to [4 Eyes Photography](#) for the gorgeous photos!

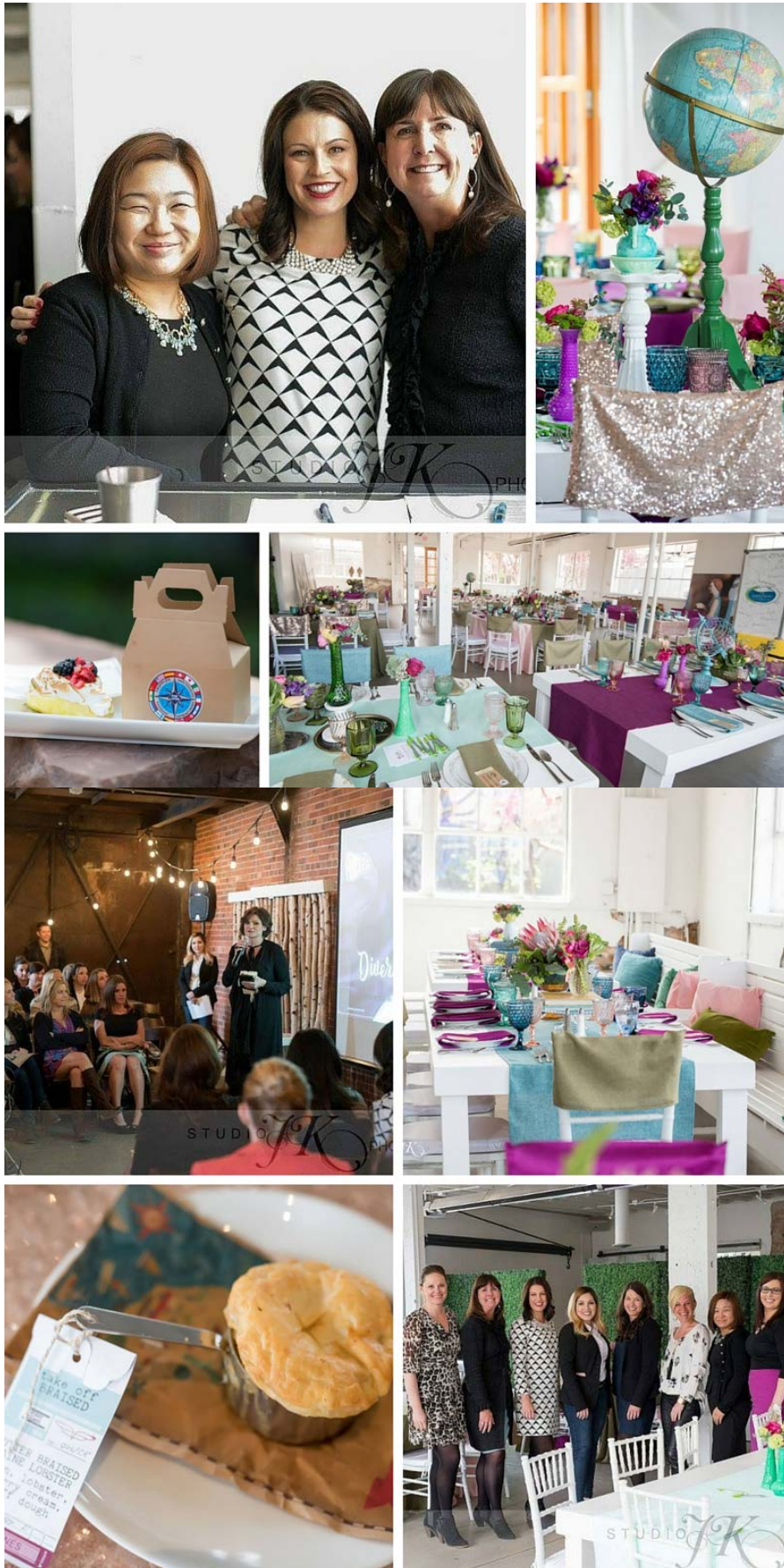
### Colorado Chapter Launch Party

On April 19th, the newest WIPA Chapter in Colorado held our Launch Party! Sasha Souza was our keynote speaker and WIPA President Brit Bertino was out on both Monday for our Board Retreat and Tuesday for our Launch! We are thrilled to be the newest Chapter!

Our Launch was held at an urban space in Denver's Rino District and the best of the best in Colorado were in attendance to network and learn about WIPA.

Thank you to our sponsors: Sasha Souza Events, Blanc, Catering by Design, By Design Event Decor, Creative Coverings, Yonder Floral & Decor House, Event Rents, A Great Time DJ's, Ear2Ear Photo Booths





Thank you to [JK Photography](#) for the beautiful images!



— JOIN THE —

# Marketing Committee

— —

Interested in being a part of the WIPA  
Marketing Committee?

Please fill out the questionnaire linked below  
by May 10!

[WIPA Marketing Committee Interest Form](#)



## WELCOME TO OUR NEWEST MEMBERS



WIPA would like to welcome & thank our newest members for joining and supporting our organization as we continue to expand across the nation! Please be sure to reach out and welcome these new members.

### Atlanta Chapter New Members

**Brielle Burns**

Bold American Events  
bburns@boldamerican.com  
[www.boldamerican.com](http://www.boldamerican.com)  
404.618.0797

**Keri Cohen**

Buckhead Club  
[Keri.cohen@clubcorp.com](mailto:Keri.cohen@clubcorp.com)

[www.buckhead-club.com](http://www.buckhead-club.com)

404.760.2659

Ideally situated in the heart of Buckhead, Buckhead Club is Atlanta's premier business and social club. Members and their guests enjoy unparalleled cuisine, impeccable service, luxurious style and stunning views of Atlanta, all while conducting business, making connections and socializing with friends. We're a full service catering facility, offering food packages, bar service and a variety of amenities, equipment and services.

**Laura Stone**

Laura Stone Photo

[laura@artstarphotography.com](mailto:laura@artstarphotography.com)

[www.laurastonephoto.com](http://www.laurastonephoto.com)

678.907.0410

Photographs for people who believe in living and loving well.

**Colorado Chapter New Members**

**Catherine "Cat" Ambrose**

Iconic Weddings by Vail Resorts

[cambrose@vailresorts.com](mailto:cambrose@vailresorts.com)

[www.iconicweddings.com](http://www.iconicweddings.com)

970.496.3843

Iconic Weddings by Vail Resorts makes finding a setting as unique as you fun and easy. We offer over 100 mountain venues at some of the most prestigious resorts around the globe: Vail, Beaver Creek, Keystone, Breckenridge, Park City, Northstar, Heavenly, Kirkwood, and Jackson Hole.

**Heather Allen**

Table 6 Productions

[heather@table6productions.com](mailto:heather@table6productions.com)

[www.table6production.com](http://www.table6production.com)

303.956.8566

Table 6 Productions is an award winning wedding planning and event design company that has planned, designed, and executed hundreds of events. From grandiose celebrity events to intimate elegant affairs and everything in between, we strive to make each event unique, personalized, and distinctive. We don't follow the trend, we create our own.

**Kellie Barth**

Colorado Wedding Company

[kellie@coloradoweddingco.com](mailto:kellie@coloradoweddingco.com)

[www.coloradoweddingco.com](http://www.coloradoweddingco.com)

303.748.5753

I am a wedding planner at Colorado Wedding Company. We offer comprehensive wedding planning services, primarily in Colorado.

**Erica Sarell Bull**

Erica Sarell Weddings + Events

[erica@ericasarellweddings.com](mailto:erica@ericasarellweddings.com)

[www.ericasarellweddings.com](http://www.ericasarellweddings.com)

303.815.7677

Colorado's mountain wedding planner for bold and playful couples. Specializing in destination weddings, I offer customized partial and full service packages that match any couple's needs and details. I strive to make planning inspiring and ensuring that above all, they have some fun along the way.

**James Christianson**

James Christianson Photographer  
[info@jameschristianson.com](mailto:info@jameschristianson.com)  
[www.jameschristianson.com](http://www.jameschristianson.com)  
303.596.4757

James Christianson and his team photograph stylish weddings all over the world. Located in Boulder, Colorado, they shoot in Vail, Aspen, Evergreen, the Bahamas, New York City, California and much more.

**CC Dick**

Colorado Wedding Company  
[cc@coloradoweddingco.com](mailto:cc@coloradoweddingco.com)  
[www.coloradoweddingco.com](http://www.coloradoweddingco.com)  
303.748.5753

Full service wedding planning firm that provides high-end customer service to clients for all of their wedding planning needs.

**Rachel Havel**

Rachel Havel Photography  
[rachel@rachelhavel.com](mailto:rachel@rachelhavel.com)  
[www.rachelhavel.com](http://www.rachelhavel.com)  
808.315.5856

Wedding Photographer based in Colorado, photographing love-inspired legacies for the adventurers, the dreamers, and the authentic. I believe that in all that we do, we should live adventurously and love deeply. Available for weddings throughout all of California and Colorado.

**Kelly Leggett**

Little White Dress Bridal Shop  
[kelly@lwdbridal.com](mailto:kelly@lwdbridal.com)  
[www.lwdbridal.com](http://www.lwdbridal.com)  
303.814.8972

Designer wedding dresses, jewelry, accessories and shoes along with incomparable service in our historic Denver setting.

**Frances Marron**

Frances Photography  
[frances@francesphotography.com](mailto:frances@francesphotography.com)  
[www.francesphotography.com](http://www.francesphotography.com)  
303.424.3800

We see what you feel! Moments are fleeting, but photography has the power to stop time. If you're searching high and low for the best wedding photographers in Colorado, look no further than Frances Photography in Denver! We promise to document your love story with images that are timeless, artistic, genuine, and powerful. Our goal is to create images that will bring you right back to the way you felt on your wedding day as if it were yesterday, every day, for the rest of your life.

**Carie Pearce**

LVL Weddings & Events  
[carie@lvlevents.com](mailto:carie@lvlevents.com)  
[www.lvlevents.com](http://www.lvlevents.com)  
866.261.3313

Since its founding, LVL has grown to be one of the most recognized wedding and event planning companies in California with additional locations in Denver, Phoenix, Napa and Hawaii and a team of 20 professional coordinators and planners. As a result, LVL has been featured as a premier wedding vendor in many well-respected industry publications and blogs. LVL has also been awarded Wedding Wire Bride's Choice Award for six consecutive years.

**Kacee Picot**  
cKaceeGo  
[kacee@cKaceeGo.com](mailto:kacee@cKaceeGo.com)  
[www.ckaceego.com](http://www.ckaceego.com)  
970.390.3375

I offer on-location hair and make-up services to beautiful brides, grooms and wedding parties. I've been dressing hair since the 80's and have evolved my favorite aspects of hairstyling into a love for bridal and event hair and make-up.

**Paige Goodson Reberry**  
Colorado Wedding Company  
[paige@coloradoweddingco.com](mailto:paige@coloradoweddingco.com)  
[www.coloradoweddingco.com](http://www.coloradoweddingco.com)  
303.748.5753

Full service wedding planning firm that provides high-end customer service to clients for all of their wedding planning needs.

**Alisha Reicks-Sturgill**  
St. Julien Hotel & Spa  
[areicks@stjulien.com](mailto:areicks@stjulien.com)  
[www.stjulien.com](http://www.stjulien.com)  
720-406-7396

At St. Julien Hotel & Spa, world-class accommodations and service balance perfectly – melding nature and nurture, simplicity and style, relaxation and renewal. St. Julien sets itself apart from other Boulder, Colorado hotels as an oasis of tranquility – offering inspired views of the Flatiron Mountains, and doorstep access to the famous Pearl Street.

**Eric Vienneau**  
Great Time DJ  
[erik@greatimedj.com](mailto:erik@greatimedj.com)  
[www.greatimedj.com](http://www.greatimedj.com)  
970.390.4318

Why greatime? When Erik Vienneau and Fred Hammond founded greatime in Vail in 1998, they made a commitment to serve the Rocky Mountain resort community with the best offering available: the most charismatic dj's and the highest quality equipment, at prices that make top quality truly accessible.

### **Las Vegas Chapter New Members**

**Kristen Hansen**  
KMH Photography  
[info@kmh-photography.com](mailto:info@kmh-photography.com)  
<http://www.kmh-photography.com>  
702.285.9588

I'm Kristen, owner + camera behind KMH Photography. We photograph weddings + portraits in Las Vegas and destinations worldwide. Our style is timelessly modern and effortlessly natural, ensuring our clients are free to relax and revel on their wedding day. We love capturing real moments - the kind that make you laugh out loud and shed tears of joy.

**Marcella Nelson**  
Harry O Productions  
[info@marcellawp.com](mailto:info@marcellawp.com)  
[www.harryoproductions.com](http://www.harryoproductions.com)  
702.767.0699

Marcella is the creative force behind Mexico's popular bridal magazine *Boda & Vida* and is the photographer for Harry



O Productions. She captures the priceless love story of a wedding day. From the intimate moment of "getting ready", to the fun and joy of celebrating with family and friends, she documents every detail for lifelong memories.

**Holly Norris**

SLS Las Vegas Hotel & Casino  
[Hollie.Norris@sllasvegas.com](mailto:Hollie.Norris@sllasvegas.com)  
[www.sllasvegas.com](http://www.sllasvegas.com)  
702.761.7000

**Megan Payne**

Makeup in the 702  
[megan@makeupinthe702.com](mailto:megan@makeupinthe702.com)  
[www.lasvegaswedding-makeup.com](http://www.lasvegaswedding-makeup.com)  
702.301.1912

**John Strait**

SLS Las Vegas Hotel & Casino  
[John.Strait@sllasvegas.com](mailto:John.Strait@sllasvegas.com)  
[www.sllasvegas.com](http://www.sllasvegas.com)  
702.761.7000

**Diana Torres**

Chic Favors & Invitations  
[chicfavors@gmail.com](mailto:chicfavors@gmail.com)  
[www.shopchicfavors.com](http://www.shopchicfavors.com)  
702.877.1155

Custom invitations, favors, accessories & candy buffets

**San Francisco/Bay Area Chapter New Members**

**Adriana Valentine**

A'Reve Event Production  
[Adriana@areve-events.com](mailto:Adriana@areve-events.com)  
[www.AReveEvents.com](http://www.AReveEvents.com)  
510.673.4312

A'Reve (translates to "A Dream") is THE premier Event Production firm including planning, design, catering and rentals. We "create exceptional events that exceed your expectations!". Corporate. Wedding. Social.

**Southern California Chapter New Members**

**Jen Dawson**

LVL Events  
[jen@lvlevents.com](mailto:jen@lvlevents.com)  
[www.lvlevents.com](http://www.lvlevents.com)  
816.808.5151

Since its founding, LVL has grown to be one of the most recognized wedding and event planning companies in California with additional locations in Denver, Phoenix, Napa and Hawaii and a team of 20 professional coordinators and planners. As a result, LVL has been featured as a premier wedding vendor in many well-respected industry publications and blogs. LVL has also been awarded Wedding Wire Bride's Choice Award for six consecutive years.

**Joshua Fair**

Fisheye Studio  
[info@fisheystudio.com](mailto:info@fisheystudio.com)  
[fisheystudio.com](http://fisheystudio.com)

808.561.8193

### New York (Chapter in Formation)

**Anthony Gerardi**  
Platinum Entertainment  
[Anthony@platwed.com](mailto:Anthony@platwed.com)  
[www.platwed.com](http://www.platwed.com)  
718.967.2212

Boutique style full service entertainment and production company performing exclusively at Weddings.

**Adam Leffel**  
Adam Leffel Productions  
[Adam@Adamleffelproductions.com](mailto:Adam@Adamleffelproductions.com)  
[www.adamleffelproductions.com](http://www.adamleffelproductions.com)  
212-390-8797

Adam Leffel Productions is a New York based wedding and event productions company. We specialize in florals, lighting and furniture - from intimate dinners to gala soirees.

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## CHECK OUT WIPA'S RECENT EVENTS!

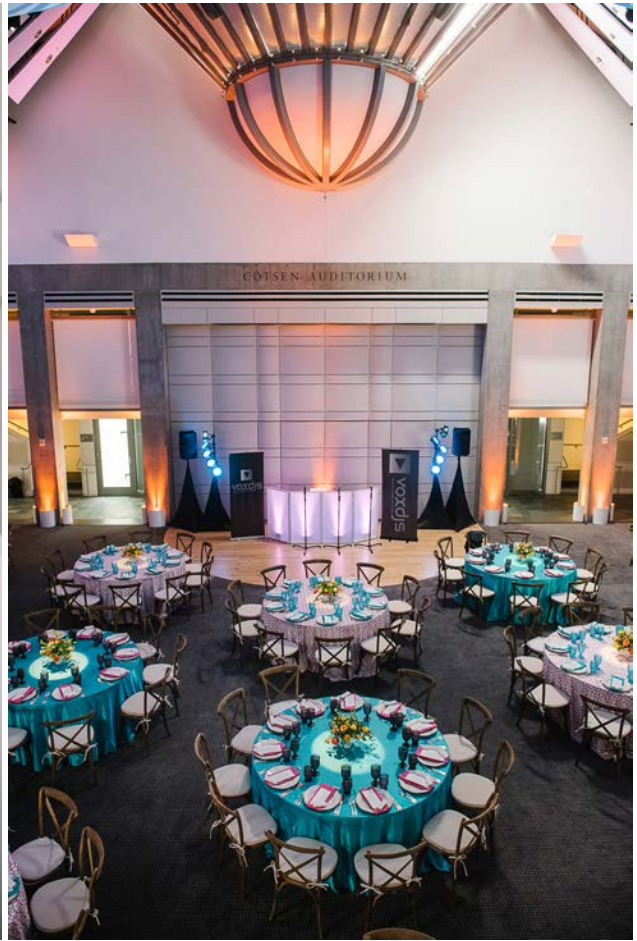
### Southern California Chapter

Our recent meeting was held at the beautiful Skirball Cultural Center in Los Angeles. Members engaged in a roundtable discussion and had the opportunity to discuss topics with masters in the wedding industry. From a celebrity wedding planner to a renowned wedding photographer to one of the top publishers, attendees had the chance to pick their brains on problems they are facing in their own business or dream up new, innovative concepts together. Our generous sponsors ensured that our Meet the Masters Luncheon was as beautiful event.

Sponsors included: Mission Visual, Flower Duet, Premiere Party Rents, Wildflower Linens, Vox DJ's, Del Lago Trio, Copper Willow, The Sugar Party by NYFC, and Urban Espresso







Thank you to [Luminaire Images Photography](#) for the photos!

### Las Vegas Chapter

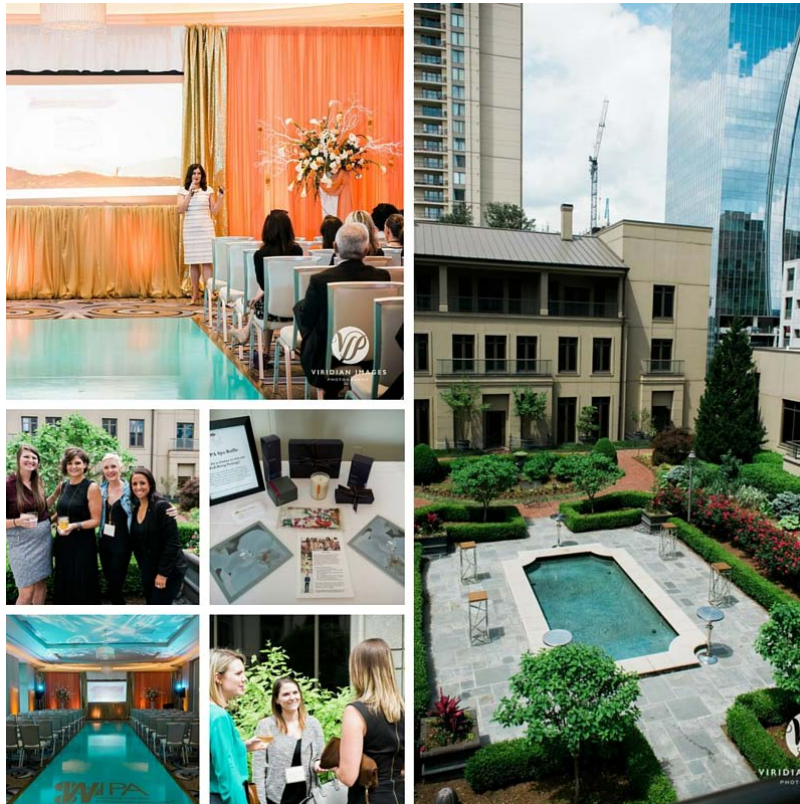
Our recent high tea event at the Mandarin Oriental was a fun and relaxed program where current and new members could hear about member benefits and get to know each other!





### Atlanta Chapter

Thank you to our speaker Melanie Marconi of Where Will They Stay? and our meeting sponsors Mandarin Oriental, Atlanta, Jim White Designs, AFR Furniture Rental, Ribha Events, Indaglow Productions, Paper Daisies Stationery, Cover Ups Chair Cover & Linen Rentals and Thomasvisionfilms! It was a wonderful event and we are thankful for all your hard work to make this meeting a success!



Thank you to [Viridian Images Photography](#) for the photos!

## WIPA MEMBERS IN INDUSTRY NEWS

Cavallo Point Lodge was honored as one of the [Best All-Around Wedding Venue of 2016 Winner](#) by Borrowed & Blue San Francisco.

Kevin Dennis of [Fantasy Sound Event Services](#) had guest articles published on Special Events about [tech apps](#) and on WeddingIQ about [meeting techniques](#). He was also featured on [Brides.com](#) and [About.com](#), speaking on planning tips to future brides and grooms.

Christina Millikin from [Glow Event Design](#) will be speaking in Las Vegas at the WIPA chapter meeting on "Using Technology to Work Smarter, Not Harder." Her team also grew this year, adding Bari Sherman as Glow's new assistant planner. [Here is a link](#) to read Bari's bio along with her contact info - please reach out and say hello!

[Great Officials](#) has been having an amazing year. The owner Alan Katz just got back from Vietnam doing a service project for [RAKLife.org](#) where they built a home for a family who was very poor and their home was about to topple over. Along with a group of volunteers led by Jim Kennedy they tore down the old structure and built them a nice brick home and bought them all new home accessories. They are also proud to announce that their intern from Cal State Long Beach, Maribel Garcia, has now been hired as an employee and a new intern position is now available. It's Reality show time for Alan again as a new production company is making a Sizzle Reel to highlight the fun and exciting weddings he does. Keep your fingers crossed.

Julie Anne Neill of [Julie Anne Photography](#) was named one of the 2016 Dynamic Women of Atlanta by [The Atlantan Magazine](#).

[Juliet Le Fleur](#) was featured on [Brooklyn Bride](#), and also on the cover of [Arizona Weddings Magazine](#), and also received a Top Rated Wedding Vendor Award from Brides.com.

On April 15, [Occasions Catering and Gourmet Catering](#) announced that Occasions has assumed Gourmet's operations. Occasions will now produce the events that have been contracted by Gourmet to date and will serve the company's longstanding clientele in the future. "Gourmet has been a pillar in the Denver event industry for 30 years, and we are privileged to carry out their legacy under the Occasions Catering brand," said Jeremy Bronson, president and co- owner of Occasions Catering. "Gourmet clients can take comfort in knowing they will receive our trademark personal touch service, leveraging our 46 years of experience and state-of-the-art catering operation." Christina Huffman, general manager of Gourmet, commented, "We are excited that Gourmet's clients have found such a good home in Occasions. We remain completely committed to our customers as this transition occurs and will work closely with Occasions Catering to make the integration a seamless success." News of Occasions expansion was also featured in [Colorado Meetings and Events Magazine](#).

Meghan Ely of [OFD Consulting](#) was recently published on Catersource speaking on [wedding shows](#) and on WeddingWire about [crafting your personal brand](#). OFD is also thrilled to welcome Audrey, a new in-house wedding publicist, to their team.

[Park Avenue Events](#) was featured in [Special Events](#) for unexpected wedding settings - a church gymnasium.

Carmen of [Carmen Salazar Photography](#) had images from a recent Napa engagement session she captured featured in the May edition of Destination Weddings and Honeymoon Magazine. Carmen is also one of the co-creators of [FRESHbash](#) - which had their 2nd sold out creative party in Sacramento at Beatnik Studios and was featured in [Green Wedding Shoes](#) showcasing creative industry talent and design inspiration.

Good Gracious Events has launched a new website [ggevents.com](#) and were delighted to see the wedding of Mark and Fred published in CWD Magazine recently. You can also find them lending insight in the cake and cocktails pairing feature in the same issue.

## UPCOMING MEETINGS



### LAS VEGAS AREA





**SAVE THE DATE:**

[WIPA Las Vegas](#) Presents: Embrace Technology and let it help your business GROW!

With Speaker Christina Millikin

May 10th at the Reflection Bay Golf Club at Lake Las Vegas

**ATLANTA AREA**





THEONEGROUP  
lifestyle hospitality

STK  
RESTAURANTS

ONE  
HOSPITALITY

## The Members Table

May 18, 2016 | 6-8pm

STK Atlanta 1075 Peachtree St

Join your fellow WIPA members for a  
3 course dinner & wine at STK Atlanta!

\$30 per person

Deadline to register is 5/15

Complimentary Valet

Not a member? Join today to be included  
in these exclusive events!

[www.wipa.org](http://www.wipa.org)



Join [WIPA Atlanta on May 18th](http://www.wipa.org) at STK Atlanta for their next event!

### PHOENIX AREA



Join the Phoenix chapter on Thursday, May 19th at Westin Kierland Resort & Spa!

## SOUTHERN CALIFORNIA AREA

[WIPA Southern California](#) Presents: Exclusive Media & Editors Panel  
June 7th at The Lodge at Torrey Pines in La Jolla



## SAN FRANCISCO AREA



### SAVE THE DATE:

Join the San Francisco chapter on Tuesday, May 3rd at the Embassy Suites SFO Airport Waterfront in Burlingame!

### **Conversations that Close: Create a Signature Sales Conversation That Makes Brides Buy**

What if you had a crafted sales conversation that had brides asking to book you before the end of your first meeting? How different would your business be if you knew what to say to brides that urged them to buy quickly? Today's bride no longer responds to sales tactics that worked in the past. Additionally, different techniques should be used for brides

at different price points; the trick is knowing what to say and when to say it in the conversation. If you use traditional sales methods or are a serial soft-seller, a signature sales conversation will help you close the deal with confidence. Click [here](#) for more information!



[www.wipa.org](http://www.wipa.org)

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**cvent**