
Bridal Client script

Mother of Bride & Olive & Nectar

Sofia: Hi this is Sofia with Olive & Nectar, I got your inquiry on our website about your daughters wedding. (Intro who you are and how you got their contact.)

Mother of Bride: Hi Sofia, thank you so much for getting back to me so quickly! How are you?

Sofia: I'm great! Are you so excited for this wedding? Is it happening locally?

Mother of Bride: Yes actually. We are very thrilled for this special day. My daughter has been raving about you and sent me your information.

Sofia: Awww I can imagine! Do you know how she heard about us? That is so cool. (This is good information for your back pocket- Then you know where you're marketing is really coming in handy.)

Mother of Bride: I think through Instagram. That's how she sent me your content.

Sofia: Aww love hearing that clients keep finding us on social media. So do we have a special date in mind? (I like using words like "We" - Even though I have not booked the gig, It is making the client feel more comfortable like we are doing this together.)

Mother of Bride: Yes, we are going to do a backyard wedding, small but very elegant. We want to do one of your tables. I think inside is better but what are your thoughts for the summer? How do you make that happen outdoors?

Sofia: Sounds intimate, I like that. I always try to guide my clients indoors when it's hot. Sometimes though it isn't an option...So in that case I recommend the table set up in the shade but not under a tree. And I don't recommend those tables out longer than an hour and a half.

Mother of Bride: Oh I see.. Well we have a beautiful quartz peninsula that we would love to set this up on in our kitchen.

Sofia: That sounds great. How many guests are you anticipating?

Mother of Bride: We are probably inviting around 50 to 60 guests. We also will be having plenty of dessert and a taco truck.

Sofia: That's great. These tables are intended to act as a heavy appetizer but not a meal replacement.

Mother of bride: Okay great, so what are the prices or how does it work?

Sofia: Well I have two options: A Flat Lay and A Styled & Layered option. The Flat Lay Grazer is abundantly set up with one single layer of all the grazing goodness. My wedding clients always prefer Styled tables because it really adds not only layers and elegance to the table but it's really a head turner. And the cost is only \$5 more per person. (You don't have to say numbers at this point if you don't want to.) Do you have a budget you are working with?

Mother of Bride: We haven't thought of a budget for this yet. Maybe \$1000.00? We would love to get a proposal.

Sofia: Great. I can send you a proposal for a Flat Lay and Styled option so you can see which will work best for your daughter's special day.

Mother of Bride: Lovely, thank you.

Sofia: Before we do that I want to get some more information. Are there any allergies you are aware of for this table?

Mother of Bride: Good question, she has a couple vegetarian friends. But We all eat everything.

Sofia: Okay great. I can definitely make a section of the table meat free. Where is the home located?

Mother of Bride: We are in Orange County. So what are the prices?

Sofia: Great us as well. We charge on a per person basis. Flat Lays start at \$30pp and then Styled is \$35.. I'll put together a proposal that will calculate our price with the amount of guests you have. (Don't feel obligated to give more details than your "Starting price") When is the date?

Mother of Bride: oh yes, it's happening August 15.

Sofia: Amazing, We are available. Will you be needing any bamboo cutlery/plates or floral arrangements?

Mother of Bride: We have all the utensils, plates, and a florist as well. But we don't have any piece for the table. Maybe something small or dainty?

Sofia: Absolutely, I can do herbs, lavender, simple yet chic. Do you have a color scheme?

Mother of Bride: Yes she is keeping it white with touches of a light pinkish-purple and some splashes of an aqua blue.

Sofia: Gorgeous combo. Yes I can delicately weave some of these on the table. :)

Mother of Bride: Awesome, thank you so much Sofia. I am very much looking forward to your proposal.

Sofia: Thank you Carol. I am so looking forward to helping make your daughter's day even more special. I'll get that to you by the end of the day.

Mother of Bride: No rush sweetie, thank you!

Sofia: you're welcome! Thank you. Have a great day. Bye.

Mother of bride: Bye bye