



Course Name	Weddings & Honeymoons - Long Haul Destinations (Developed by Eilish O'Malley)
Unit Cost	
Staff Level	Product Knowledge - Level 3
Duration	Full day
Certification	ITAA Certification
Aim and Approach	<p>The aim of this workshop is to provide participants with the confidence and knowledge to recommend, book and manage a customer's wedding or honeymoon abroad.</p> <p>The session will equip Agents with Information & Skills gained through Manuals, Powerpoint presentation, brochures & group exercise.</p> <p>This product knowledge will enable the Travel Agent to close the romantic holiday sale!</p>
Course content	<ul style="list-style-type: none"> • General info/ emerging trends on Wedding & Honeymoons abroad • Booking the wedding – a step by step guide • Which "moon" is required? (Honeymoons, Weddingmoons, Familymoons, Minimoons) • Who goes where • Popular Destinations: Caribbean; USA; Mauritius, S. Africa, Thailand
Key skills developed:	<p>Delegates will:</p> <ul style="list-style-type: none"> • Sell weddings & honeymoons confidently • Know the key areas for church/ civil weddings • Know the key tour operators • Understand the legalities/ red tape
Presenter:	<p>Eilish O'Malley. A highly experienced travel professional, who for the past 15 years has amassed a wealth of experience in the travel industry. Eilish has held a variety of management positions in both tour operating and travel agencies for Irish, UK and international companies and has first hand experience of selling long haul weddings and honeymoons in the Irish market.</p>