



Qualification Call - Previous Inquiry Details

Contact Information

- Names: Sarah Miller and Michael Chen
- Email: sarahandmichael2026@gmail.com
- Phone: (555) 789-4321
- Inquiry Date: March 28, 2025

Initial Message from Couple

"Hello, my fiancé Michael and I are interested in learning more about Milea Estate Vineyard for our wedding. We're planning a summer wedding next year with approximately 120-130 guests. We're particularly drawn to outdoor ceremony options with beautiful vineyard views. We'd love to know more about your availability for summer 2026 (particularly June), your pricing packages, and whether you provide in-house catering or work with preferred vendors. We're excited to learn more and possibly schedule a tour. Thank you! - Sarah Miller"

Key Details to Note

- Wedding Date: Summer 2026 (preferably June)
- Guest Count: 120-130 people
- Priorities Mentioned:
 - Outdoor ceremony with vineyard views
 - Summer wedding
 - Catering options
- Expressed Interest Level: High interest with specific season in mind

Great wine requires devotion—
to the land, family, friends,
the community, and progress.

— BARRY & SANG MILEA

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Initial Response Sent

A brief welcome email was sent acknowledging their interest in a summer wedding and providing basic information about Milea's outdoor ceremony options. You scheduled this qualification call to discuss their needs in more detail.

Budget Indicators

No specific budget mentioned in the initial inquiry, making this an important topic to address during the qualification call.

Additional Background

- The couple has been together for 5 years and recently got engaged during a wine country vacation
- They live about 1.5 hours from the venue
- Sarah works as a marketing manager; Michael is in software engineering
- They specifically mentioned being attracted to Milea after seeing photos online
- They're also considering 2-3 other vineyard venues in the region

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