

# Milea Estate Vineyard Wedding Tour Script

## Introduction (Farmhouse - 10 minutes)

- Welcome the couple with a warm and personal greeting
- Offer a glass of HV Vineyards Brut Cuvee
- Confirm their names and wedding date (if they have one)
- Mention that you'll be taking notes throughout the tour to create a personalized proposal

## Farmhouse Tour (15 minutes)

- Start in the Farmhouse, highlighting its charm
- Show the main gathering space and its versatility
- Highlight the farm-to-table kitchen and catering options
- Mention the intimate spaces perfect for smaller gatherings or rehearsal dinners

## Transition to Clubhouse (5 minutes)

- Explain that you'll now head up to the Clubhouse
- Mention that this is where most couples host their main reception
- Point out the scenic views up the hill, highlighting the vineyard views

## Clubhouse Tour (20 minutes)

- Begin with the grand entrance and impressive architecture
- Show the main reception space, highlighting:
  - Floor-to-ceiling windows with vineyard views
  - Dance floor area
  - Bar locations
  - Seating arrangements for different guest counts
- Tour the outdoor spaces:
  - Grass patio with vineyard views
  - Fire pit area
  - Lawn spaces for ceremonies
- Show the groom's room and other amenities

## Staatsburg House Tour (15 minutes)

- Take them in through the lounge door in the back
- Show the beautiful pool
- Demonstrate all of the common spaces for their guests to hang out
- Discuss how that house is included in the wedding and is used for bridal suite
- Tell them its a \$1500 value, but it's included in the package
- Mention its 1799 heritage

## Wine Tasting & Discussion (30 minutes)

- Invite them to sit at a table
- Present the cheese and charcuterie plate
- Begin wine tasting, starting with:
  - HV Vineyards Brut Cuvee (their welcome wine)
  - A selection of whites (Chardonnay, Vidal blanc)

- A selection of reds (Vincenza and Reserve Cab Franc)
- Any special limited releases
- During tasting, ask about:
  - Their wedding vision and style
  - Guest count and date preferences
  - What attracted them to Milea Estate
  - Any specific requirements or concerns
  - Their budget range
  - Other venues they're considering

## Closing (10 minutes)

- Thank them for visiting Milea Estate
- Summarize what you've learned about their preferences
- Explain your next steps:
  - You'll create a personalized proposal within 24 hours
  - The proposal will include pricing, available dates, and package options
  - You'll follow up with a phone call to answer any questions
  - Provide your contact information
  - Walk them to their car, thanking them again

## Key Talking Points Throughout the Tour

- Emphasize the unique combination of rustic charm and elegant amenities
- Highlight the flexibility of spaces for different wedding styles
- Mention the exclusive nature of hosting one wedding per day
- Discuss the vineyard's history and family ownership
- Point out photo opportunities throughout the property
- Mention the farm-to-table catering options and local partnerships
- Discuss the wine program and how it can be incorporated into their wedding

## Notes to Take for CRM

- Wedding date preferences
- Guest count
- Style preferences (rustic, elegant, etc.)
- Budget range
- Specific requirements or concerns
- Favorite spaces on the property
- Wine preferences
- Catering interests
- Photography/videography needs
- Any unique requests or ideas they mentioned