

WIPA

Wedding Industry Professionals Association

SEATTLE

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SARAH ANNE PHOTOGRAPHY

A MESSAGE FROM YOUR CHAPTER PRESIDENT

Dear WIPA Seattle Members,

I hope this message finds you well and brimming with the same excitement I felt during our April meeting. What a remarkable day that was—our first-ever sold-out meeting! It was wonderful to see so many new faces in the room, a true testament to the strength and appeal of our community. Thanks to your efforts during our recent membership drive, we welcomed four new members to our

WIPA Seattle family. And since that drive we've welcomed 8 more! Please take a moment to give yourselves a round of applause—you've earned it!

As I shared during the meeting, success seems to be a running theme for us here at WIPA Seattle. Just look at our incredible gala caterer, Tuxedos and Tennis Shoes, who recently won the Best Catered Event award at the ECAAs for our Inaugural Gala. Bravo to them for showcasing the excellence our community embodies!

Speaking of success, our April meeting's topic—"How to Land Luxury Clients Who Truly Appreciate You"—was a valuable reminder of the magic we create in this industry. We are more than event professionals; we are magicians, crafting unforgettable moments out of the ordinary. Yet, as we all know, this magic isn't just about pulling a proverbial rabbit out of a hat (or a five-tier wedding cake). True magic lies in the connection we build with our audience—our clients—the ones who truly appreciate the artistry, hard work, and passion we pour into every event.

The question we explored together was: How do we find those clients? The answer begins with us. It starts with appreciating our own talents, our dedication, and the unique magic we bring to the table. When we value ourselves, we attract those who value us in return.

As we continue through this quarter, I encourage each of you to carry forward this message: Celebrate your successes, honor your craft, and never stop striving for meaningful connections with your clients. Together, we'll continue to elevate not only our events but also our industry as a whole. Thank you for being part of this incredible community. I can't wait to see what we'll achieve next!

Cheers!

Mallory Bailey
WIPA Seattle President



- Mallory Bailey | President** | *CORT Party Rental*
- Kimberly Person | Vice President** | *Into Dust Photography*
- Jenny Kang | Chapter Secretary** | *Jenny Kang Photography*
- Maggie Averman | Chapter Treasurer** | *Shooby Doo Catering*
- Jenn Tai | Director of Marketing & Communication** | *Jenn Tai & Co*
- Shaunae Teske | Director at Large, Marketing & Communication** | *Shaunae Teske Photography*
- Stefanie Wright | Director at Diversity, Equity, Inclusion & Belonging** | *Forever Events*
- Kara Galvan | Director of Education** | *Your Perfect Bridesmaid*
- Sarah Anne Thompson | Director of Membership** | *Sarah Anne Photography*
- Erin Witt | Director at Large, Membership** | *Erin Witt Photography*
- Elizabeth Vincent | Director of Membership Retention** | *Honey & Harmony Catering*
- Sara Hill | Director of Programs** | *Wander Design and Rentals*
- Sara Wright | Director at Large, Programs** | *Seattle Tiny Weddings*
- Taylor Brock | Director of Sponsorship** | *Ravishing Radish Catering*
- Olivia Sposari | Director of Community Engagement** | *Sparkman Cellars*
- Rebecca Grant | Immediate Past President** | *New Creations Weddings & Events*



WILDFELT PHOTOGRAPHY

Q2 2025 MEETING HIGHLIGHTS

HOW TO LAND LUXE CLIENTS WHO TRULY APPRECIATE YOU

WITH *CARISSA WOO*

Securing the right clients require the right frame of mind. Carissa Woo walked our attendees through a mindset reset to attract and book our dream clients through a series of exercises that brought us outside the box of conventional wisdom.

Key Takeaways:

- **Value-Driven:** Luxury clients are not solely focused on price, but rather on the overall value and experience you can offer them. They appreciate high-quality service, personalized attention, and a seamless process.
- **Expert Appreciation:** Luxury clients seek out and value expertise. They want to work with professionals who demonstrate deep knowledge and skill in their niche.
- **Trust and Confidence:** Building trust is crucial. Luxury clients need to feel confident in your ability to deliver exceptional results and handle their needs with professionalism.

- **Desire for Unique Experiences:** Luxury clients often seek unique and personalized experiences. They are interested in how you can make their wedding or event truly special and reflective of their style and values.
- **Investing in Quality:** They are willing to invest in high-quality services and products that meet their expectations for excellence.

Photos available on our [facebook page](#), thanks to Wildfelt Photography

THANK YOU Q2 2025 VENDOR PARTNERS!

- VENUE & CATERING** - THE SUNSET CLUB
- PLANNING & EVENT DESIGN** - GIAN EVENTS
- FLORALS** - FENA FLOWERS
- CHARCUTERIE** - A CUT ABOVE GRAZE CLUB
- STATIONERY & SIGNAGE** - ON THE WALL DESIGN STUDIO
- COFFEE CART** - HOWDY Y'ALL COFFEE
- VIOLINIST** - TREVOR OWENS MUSIC
- VIDEO** - THE FILM HOUSE WEDDINGS
- PHOTOS** - WILDFELT PHOTOGRAPHY
- PHOTOBOOTH** - PHOTOBX SEATTLE
- DJ** - DJ ROCRYTE
- SPEAKER ACCOMMODATIONS** - THE PALLADIAN HOTEL
- MEMBERS-ONLY** - JO MALONE LONDON

NEWS & ANNOUNCEMENTS



AMY SOPER PHOTOGRAPHY

Pride 2025

Another successful Pride Parade in the books!

On Sunday June 29th 2025, WIPA Seattle together with **Seattle NACE, ILEA, Washington Festivals & Events, MPI and PCMIA** marched and danced down the streets of downtown Seattle, to celebrate LOVE along with our Seattle LGBTQIA+ community as members and allies.

A true labor of love from our **Director of DEIB Stefanie Wright of Forever Events!** We also celebrated another couple getting married along the parade route - Shivam & Chris - making them the second couple to tie the knot during the Parade following last year's historic first!

THANK YOU PARTNERS for supporting another parade with us.

Partners and Sponsors:

- AMY SOPER PHOTOGRAPHY
- BELLEVUE LIGHTING
- BLUE INK DESIGN & PRINT
- KIND & CO
- ORION ENTERTAINMENT
- MOBILE APPARELIST
- RAVISHING RADISH
- SEATOWN SWEETS
- SMASH BABY SMASH

SEE YOU NEXT YEAR!



SAVE THE DATE

FOR OUR BIGGEST NIGHT OF THE YEAR!

Join us Friday, November 21st at the InterContinental Bellevue as we *Paint the Town Red* at the **2025 WIPA Seattle Gala**. It's going to be an unforgettable evening of celebration, connection, and style.



BOOK YOUR ROOM NOW



AT OUR DISCOUNTED RATE!



DO YOU FEEL THE CALL TO LEAD?

Our mission to foster excellence in the wedding industry through comprehensive education, dynamic networking opportunities and valuable resource offerings requires leaders dedicated to serving our local chapter. If you feel the call to lead, we are opening nominations to serve on our 2026 board!

NOMINATE YOURSELF HERE!

(ONLY WIPA MEMBERS MAY APPLY)

MEMBERS HUB

COFFEE CONNECT



**AUGUST 21ST @ 6PM
AT SEWARD PARK**



Our coffee connection will be a picnic-style event!

Bring your coffee, snacks, & cute self for an outdoor conversation!



WELCOME NEW MEMBERS

Tetiana | Tetiana Photography

Avery | The Lodge at St. Edward Park

Roslyn | ACT 3 Catering

Natalie | Natalie Jayne Photography

Jackie | Jacqueline Benét Photography

Crystal | 1 Hotel Seattle

John | JB Entertainment

Jessie | Jessie Lorenz Music



NEED TO CHANGE
SOMETHING IN
YOUR PORTAL PROFILE?

**USE OUR HANDY
MEMBERSHIP CHANGE
REQUEST FORM!**

THREE WAYS TO GET FEATURED ON OUR SOCIAL MEDIA!

Click to fill out our forms below to take advantage of these marketing opportunities!

[NEW MEMBERS SPOTLIGHT](#)

[DEI SPOTLIGHT](#)

SHARE TIPS & TRICKS! [HOT TAKES](#)

PRO-TIP

TURN ON
AUTO-
RENEWAL
FOR DUES!

MEMBERS HUB

MEMBERSHIP DRIVE

JUL 28TH - AUG
SAVE \$50



WILDFELT PHOTOGRAPHY

NOT A MEMBER YET? JOIN US!

Invites to special **Members-Only Events** that include additional educational presentations!

Free access to the **Members-Only Leadership Library** with hundreds of videos and webinars from internationally celebrated speakers.

Free monthly **Members-Only Webinars** on currently trending topics.

Access to our **local Members-Only Facebook Group** to continue networking with fellow vendors!

Access to the **Member Job Board** and **Member Directory**.

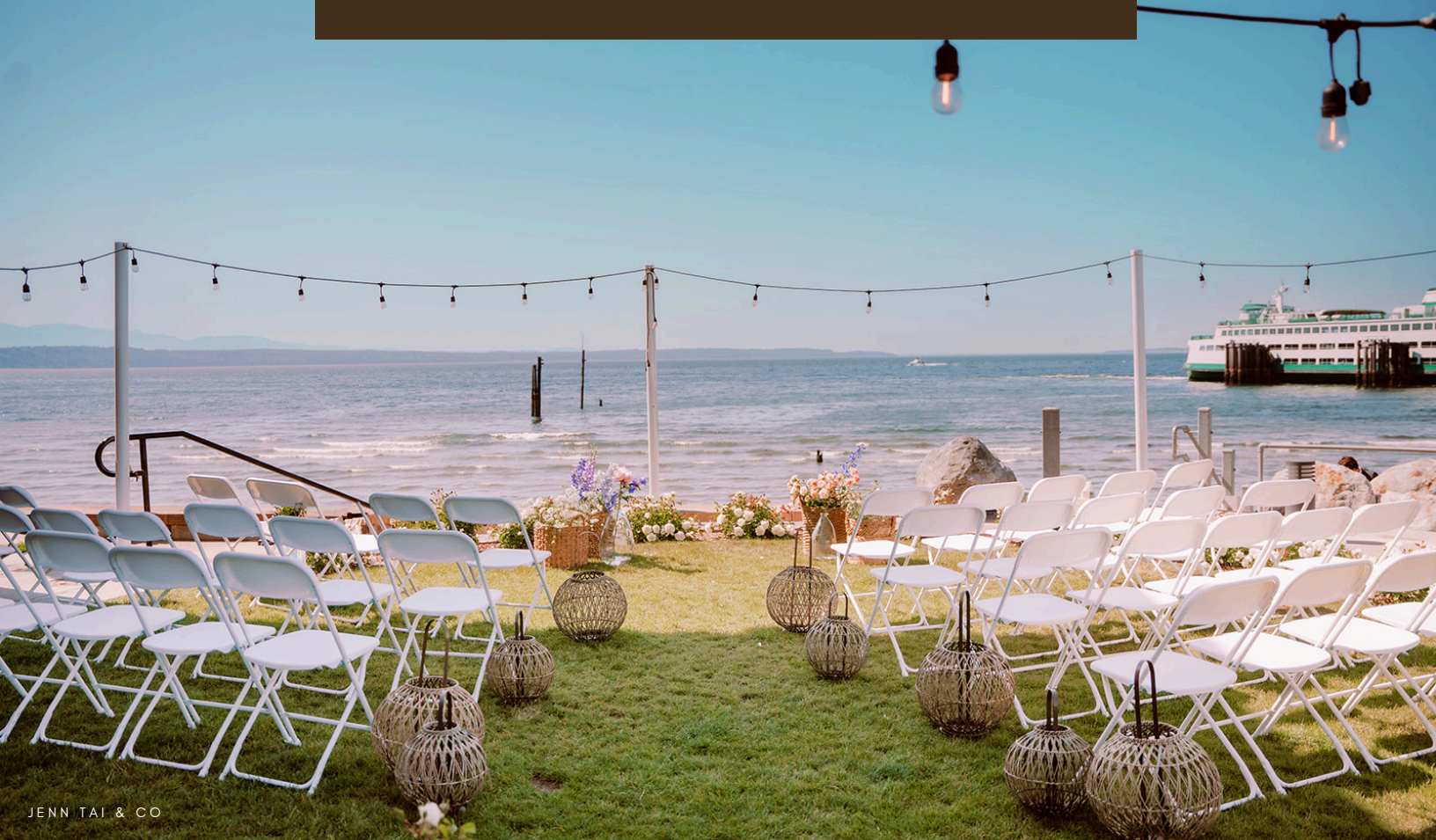
Member discounts on our event ticket prices, and discounts with PartySlate, Constant Contact, Budget Truck Rentals and more.

BECOME A MEMBER TODAY TO TAKE ADVANTAGE OF OUR SPECIAL MEMBER RATES AND PERKS!

OUR NEXT MEMBERSHIP DRIVE IS JULY 28TH - AUGUST 3RD.

VISIT WWW.WIPA.ORG/SEATTLE
FOR MORE INFORMATION

SAVE THE DATES!



JENN TAI & CO

OTHER UPCOMING WIPA EVENTS FOR 2025

8/21/25 6PM: Members-Only Coffee Connect @ Seward Park

10/7/25 5PM Q4 Meeting: Edmonds Waterfront Center

11/21/25 GALA AT THE INTERCONTINENTAL BELLEVUE!

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