

SAND & SUN VACATIONS
ALLEGAN MI 49010
LOCAL 269-686-0595
TOLL FREE 877-208-6639
www.SandnSunVacations.com



*Honeymoon,
 Destination Wedding
 & Romantic Escape
 Specialists*

MARCH 2008

**BRIDAL SHOWS
 2008**

- **September 19 & 20—DeVos GR.-WMWA**
- **Sandals Seminar 20th, 2008**
- **September 21st- KBA**
- **Radisson Kalamazoo; 12- 3pm Sandals Seminar**

St Lucia-aahhhh

The beautiful lush island of St. Lucia. Magnificent rain forests where wild orchids, giant ferns, and birds of paradise flourish amongst cascading waterfalls. Beaches of white, golden and brown sands with towering palms entice sun lovers. Crystal clear warm water beckons snorkelers & divers to enjoy the National Reef preserve teaming with the bounty of the Caribbean ocean.

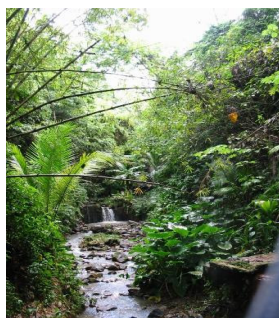


Still not enough? Ok, I'll throw in incredibly warm locals who speak English, average temperatures

ranging from mid 70's to mid 80's, great Caribbean food, and a Friday night street party at Gros Islet where the BBQ grills are rolled out & live Caribbean music energizes the tropical trade winds. Or, travel to the small village of Anse La Raye for the Friday night Seafood Feast where once a month a live band provides the entertainment.



St. Lucia is frequently referred to as the Hawaii of the Caribbean. Located in the southern Caribbean between Martinique (an easy day trip away) & St. Vincent. Exotic yet familiar, St Lucia offers warm hospitality, unmatched beauty and activities to satisfy even the most restless among us!



Not enough to entice you? How about if we add in beautiful harbors and world class sailing, awe inspiring twin mountain peaks of the Pitons, duty free shopping, golf courses, zip-lining through the

rainforest, horseback riding and the world's only drive-in volcanic crater complete with mineral baths to soothe the soul?



Cont. pg. 3.

"Thank you so much for all of your help. It is VERY appreciated! You made this whole process nice and easy for me. Thanks again!!! Sincerely, Lisa N Destination Wedding -Riu Ocho Rios Jamaica 2008

Jennifer, We had a wonderful time on our Rivera Maya/Barcelo Beach vacation The resort was beautiful! What a great recommendation. We definitely hope to return again soon. There was always something to do on the resort. The food was more than could be expected. We'll be getting back with you in about a year. Thanks again for all your help in the planning of a wonderful vacation. Kris Hilliker-Dorr, MI Riviera Maya Nov 07

Jennifer-Everything was wonderful!! Hawaii was so beautiful and warm; the weather was perfect the whole time!! It was a great honeymoon!! Everything went great! We really had a lot of fun, it was nice and relaxing but we also did a lot while we were there. It was an excellent vacation and I can't wait to go back! Thanks for all of your help with everything! Heather (Egton) Delisa-Oahu Oct. 2007



Question of The Month -

Why do travel agents charge a fee for Destination Weddings?

Each TA is a bit different in the amount they charge and if they give it back as a resort credit, towards final payment, after travel or even at all.

I can only say what I do! With my DW's I charge a \$150 retainer - half is given back after travel.

If I give it back- why do I charge it all? Basically it

comes down to I only have so much time in a day and I needed a way to be sure that the brides & grooms were as committed to me, as I am to them!!

I will only do 1 large and 1 small wedding a month so that I can provide stellar service to my brides and their guests!

Sort of like paying a deposit to a photographer- they have the skills, knowledge and style that you like but to secure their commitment to your date, you must provide a deposit.

So how about a travel agent- what do we offer that makes paying a retainer for our commitment to you worthwhile?

Sandals Halcyon

On my all too short visit to St. Lucia this fall I was able to visit 3 of Sandals Luxury All Inclusive resorts. Each offered such a unique experience it was hard to imagine that all three properties were owned and managed by the same company. The cohesive element that ties the three Sandals properties together was the focus on service, friendly smiles, beautiful facilities, incredible spa's and great eats! All were in abundance at all three resorts!

Sandal resorts has been working hard throughout the Caribbean updating properties, renovating rooms (flat screen televisions, new soft goods & toning down the color schemes, adding a luxury touch to even the lowest categories in each

of the properties) and public spaces. Sandals even went as far as adding these fantastic private bungalows they call Rondavals and a British pub- but more about that later.

After extensively touring each of the properties which would I choose to stay at? A great question but one I would find very hard to answer! I thoroughly enjoyed each of the properties but for completely different reasons. I'll provide my impressions of the resorts and what I liked best about each!

Sandals Halcyon - Just stepping onto the resort one can feel themselves instantly relaxing. This is the smallest of the



three sandals properties in St. Lucia and the resort has a boutique feel to it and exudes old Caribbean charm.

The buildings are only two stories tall and are covered with lush flowering foliage. The entire grounds were at one time a botanical garden and it shows. There are flowering shrubs, well manicured lawns and mature trees everywhere you turn! You literally feel like you have arrived at the Garden of Eden it is so beautiful.

The hammocks for two scattered and tucked away throughout the property are inviting. Personally, this is the resort I would choose for utter relaxation thrown in with a bit of games by the pool and a touch of nightlife

7 Nights for two - July 7; Sept 8; Oct. 13; Nov. 10 starting at \$2559

A Romantic Voyage - St. Lucia's Top Romance Picks!

Ladera -7 Nights accommodations - July 7; Sept 8; Oct. 13; Nov. 10 starting at \$3239 per couple includes breakfast

A romantic, laid back hideaway for lovers, Ladera is comprised of just 25 suites and villas all with private plunge pools. The lodge-like buildings are constructed of Caribbean timbers, and the guestrooms are built to resemble luxury treehouses. The surprise is that unlike conventional hotel rooms they are missing the fourth wall – all the better for making the breathtaking scenery an integral part of the décor. Telescopes in each room help guests search the velvety, star-strewn skies at night. Adults only.

Anse Chastenet -7 Nights - July 7; Sept 8; Oct. 13; Nov. 10, starting at \$2116 per couple

Located on the unspoiled southwestern coastline of St. Lucia, this unique resort allows guests to experience romance, seclusion and adventure. Every room is generously supplied with unique island decor and local handmade furniture. The resort blends tropical landscapes and modern luxuries for an exclusive getaway. Just 49 gazebo-style guest rooms are uniquely designed to absorb their surroundings and lend access to 600 acres of tropical flora. Nearby, the Piton Mountains create a stunning backdrop. Natural beauty is met with charming amenities, tasty cuisine and a host of water and land activities to fill every day. Tropical hiking and dramatic mountain excursions call to the more adventurous who can take on ten miles of scenic bike trails. Optional meal plan available.

Anse Chastenet Jade Mountain Suites -July 7; Sept 8; Oct. 13; Nov. 10, starting at \$8415 per couple

Talk about rooms with a view- these Open-air rooms will take your breathe away! The rooms have 3 walls so as to provide the most amazing view. Overlooking the Caribbean Sea to the west and the magnificent twin Pitons mountains to the south, is simply astonishing. Room "sanctuaries," all have large and amazingly private in-room infinity pools. Fifteen-foot ceilings look down upon floors crafted from 20 species of tropical hardwood. Bathrooms are tucked out of view -it's exhilarating to shower while you're gazing at the sunset. All of the amenities of Anse Chanstenet are included with these amazing suites. 3 night min. required. Adults only.

Windjammer Landing- 7 Nights - July 7; Sept 8; Oct. 13; Nov. 10 starting at \$1606 All inclusive rates \$3542 per couple

Set on an oceanfront hillside, this casually sophisticated resort is patterned after the picturesque villas of the Mediterranean. Set upon 56 acres of lush terrain, this resort boasts spectacular ocean views, private luxury accommodation and spacious villa living alongside fragrant gardens, sparkling pools, waterfalls, a private beach and a relaxing spa. Optional All inclusive plan is available.

These top resorts sell out fast—Call today for more information & to book your honeymoon!

St. Lucia - Sandals Grande St. Lucia

Sandals Grande Continued from email....



A very unique feature is the Olde London Pub. Not just any replica of an English pub- this is the real deal!

Mr. Stewart purchased and dismantled an actual Pub in England, brought it to St. Lucia and re-assembled it piece by piece! Serving thick slices of Prime Rib or Fish & Chips you can indulge yourself till 2am. That's not the only unique restaurant at this resort, Josephine's- a French Creperie located poolside is fantastic for a mid afternoon or after dinner snack. I was treated to a mouth watering chocolate crepe- fantastic! Or stop in for a thick creamy milkshake.

Favorite room Categories - Sandals Grande St. Lucian takes Romance to a new level with its unique room categories. The Swim up suites are located in a quiet portion of the property and number only 25, grab yours before they sell out! Just imagine stepping out of bed, into your swim suit and taking an early morning swim with your lover and returning just in time for room

to deliver breakfast on your private patio.

My absolute favorite room category in all of the Caribbean- the Oceanfront Rondaval with Private Plunge pool! These bungalows are brand new, private and the ultimate in romance! Definitely worth the splurge, this room is located just steps from the beach. The private



plunge pool with the trickling waterfall, whirlpool and hammock (imagine laying on the hammock entwined, enjoying a glass of wine, watching the stars, listening to the ocean roll against the shoreline and whispering of your future together...) are there to ensure your time spent outdoors with your loved one will create memories that will last forever. Add to that the ultra sexy outdoor grotto shower- how can a couple go wrong? The interior of the Rondaval isn't shabby either - a plasma TV, king size mahogany bed, an enormous private bathroom with a Roman tub, separate showers & two sinks! Now add a butler to assist with

your every whim.....ahhhh paradise!

Sandals Grande St. Lucian Facts- 300 rooms - 14 categories 6 restaurants- Gordon's is reserved exclusively for Butler suite guests; Toscanini's is the recipient of the 5 Star Diamond Award / 6 bars 5 pools- including the scuba pool/4 whirlpools Beach very wide with over 400' of beachfront State of the Art- Air Conditioned Fitness room

Resort is great for active couples that enjoy modern facilities, lots of choices in daily activities & amenities. And of course the water & beach lovers will find themselves very content.

7 Nights - July 7; Sept 8; Oct. 13; Nov. 10 starting at \$3506 per couple

Next installment will include the third Sandals property on St. Lucia- Sandals Regency La Toc Golf Resort & Spa plus information on St. Lucia's marriage requirements, Sandals WeddingMoons and Wedding groups! If you can't wait and have specific questions please feel free to email me at Jennifer@SandnSunVacations.com

Copyright 2008

Question Of the Month - Contin...

*For the brides I assist in finding a suitable destination, and resort plus assist with the wedding coordinator if they want. To do this I interview the bride, find out what she wants for her wedding and her guest and then provide a detailed resort with photo's on my recommendation, she can use this information to inform all of her guests.

*Provide one point of reference for both the bride and her guests-that way the brides aren't slammed with questions about travel, the destination, passports ect!

*Service all of the travel arrangements booked with me from deposit, till everyone arrives home-

I've heard horror stories of bridesmaids or groomsmen that are calling the bride the day before the wedding because they are having flight issues- who needs that stress!?

*Review the flights to make sure connection times are reasonable and can assist with getting them to the destination if there is an issue.

*I also provide travel & packing tips plus destination reports to those who book through me.

*I travel a couple of times a year to the properties (on my own dime- no, as TA's we do not travel for free!) to meet with general managers, wedding coordinators and to do site inspections.

One thing TA's also have to contend with is a DW's may not always work out for the bride & groom. There are a number of issues that may come up after the group was set in place, deposits accepted and after the TA did all of that work, they walk away with nothing. The retainer will at least cover some of the expenses that were incurred.

Please feel free to email your questions to :

Jennifer@sandnsunvacations.com If your question is selected you will be entered into a drawing for a \$25.00 gift certificate!