



HEAVEN'S GIFT ACADEMY

Heaven's Gift Academy (HGA) is the educational arm of Heaven's Gift Pte Ltd, dedicated to providing the highest level of skills training to help you win in your profession. Heaven's Gift, founded by Hannah Chong, has been the leading Special Event Design Company in Singapore and South East Asia of more than 14 years. Known for producing innovative and sophisticated events with consistent commitment to precision and creativity, we aim to impart industry knowledge, business know-how, and strategies to our students, preparing them to become highly sought-after professionals in the Wedding and Special Event Industry in Singapore and Asia.

Heaven's Gift Academy is also the South East Asia virtual campus of The International Academy of Wedding & Event Planning (<https://www.southeastasianweddingacademy.com>), a global leader in the industry with a virtual platform, providing a unique learning experience. With more than 30 years of experience, we have rounded the world with our virtual campus. With our interactive training and online interactive courses, we aim to provide continuous learning to the wedding and event players in Asia, and to supply HGA graduates with the highest level of integrity into the workforce to grow the Wedding and Special Event Industry.



**CREATIVE SELLING
IN WEDDING AND SPECIAL EVENT**

• You provide a solution to the client's problem in a professional manner.

• You identify the client's needs and provide a solution that meets their requirements.

Through this 2-month intensive online course, you will introduce the job scope of a Wedding and Special Event Planner's profession, learn the skills to help you identify various personalities, so that you can utilize the appropriate soft skills or motivational tools to meet the client's needs.

You will also learn the essential quality management process to create a professional mockup for your clients, that not only allows you to communicate and manage your Client's expectations, but also importantly allows you to establish yourself as a professional who is able to draw out your client's hidden desires through the aesthetics and experiences on their wedding day, thereby inspiring them to envision with you, and willing to invest together with you to create a memorable experience for their wedding.

Furthermore, you will learn the essential skills to help you manage your client's expectations and ensure a successful outcome for your business.

TOPICS THAT WILL BE COVERED:

1. Understand the Wedding Industry and your role as a Wedding Planner
2. Understand Personality Management and how to identify the client's needs or your business
3. How to source and manage the client's budget and your liability
4. Understand the client's requirements and provide a solution that meets their needs
5. Understanding your Client's story by creating a quality mood board
6. Deploying your Client's Vision and lessons on upselling

TO GAIN THE MOST OUT OF OUR PROGRAMMES, YOU WILL NEED TO:

- Good communication skills
- Computer in Microsoft Office tools
- Possess presentation skills
- Over 8 years old
- Language: English only

Total cost is \$522.378 or more, including your own materials.

Our intake process is similar to the path you will follow in your career. Assessments will be conducted during the duration of the programme to determine the suitability of students for the programme.