



## A Message from your Vice President of Travel and Tourism Association of Bridal Consultants

Dear Association of Bridal Consultants Members,

As the Vice President of Travel and Tourism for the Association of Bridal Consultations, it's important I bring your attention to several critical updates and clarifications regarding our operations and partnerships.

Please carefully review the following key points:

### Association of Bridal Consultants Main Office Contact Information (as of Jan 1, 2024):

- Phone: 336-690-5510
- ABC Main Office Headquarters: PO Box 2, Gibsonville NC 27249

### Previous Booking Credentials:

- While David Wood was owner of ABC, he established the credentials below and retains ownership and control over all bookings made under:
  - IATA #07742980 ("ABC Wedding Planners")
  - Code #061061513 ("ABC Sandals Program")
- As of Jan 1, 2024, Mr. Wood is the private owner of the travel credentials listed above, which he is operating as the "ABC Travel Division." Please note that his use of the term "ABC" does not reflect any active leadership role or affiliation with the Association of Bridal Consultants that is headquartered in North Carolina, and owned by President, Veronica Foster.

### Your Freedom to Choose:

- As a member of ABC, you have the autonomy to select your booking method and host agency.
- It's crucial to verify the compliance of your chosen agency with all state and federal regulations! ABC is a licensed Travel Agency with active Seller of Travel licenses in California and Florida.
- Take advantage of the increased benefits available to ABC Members, such as:
  - *An upgraded Commission Schedule*
  - *Marketing Bank opportunities*
  - *IATA Card Benefits*
  - *Access to book through more Suppliers and Properties than ever before*
  - *Ability to directly support of the Heart Award, ABC scholarships, and educational opportunities*
  - *and much more, as seen on the **ABC Member Travel Benefits website**.*

### ABC Partnership with Sandals and Beaches Resorts:

- The **Association of Bridal Consultants, under IATA #34627482**, maintains a separate partnership with Sandals and Beaches Resorts than the previous Sandals Program.
- *Our agreement with Sandals is consistent with those extended to every other agency worldwide, with no special conditions. Rest assured, this partnership remains unchanged and steadfast for the foreseeable future.*

### "Room Block Program" Updates:

- US-based Courtesy Room Blocks will be paid out at an 85% commission rate, applicable to everyone booking under **ABC's IATA #34627482**.
  - *US-based Courtesy Room Blocks are for US properties only with NO penalties or attrition schedules - where unused rooms are returned to the supplier automatically. Groups with a group deposit, penalties for unused rooms, or at a property outside the US, will be paid at the advisor's designated commission rate.*
- Past "Hotel Division/Room Block Program" participants will receive a promotional commission bump to 85% commission rate on US-based Group Contracts with approval from our president, Veronica Foster.
- Those booking Group Contracts and not previously involved in the "Hotel Division/Room Block Program" will earn at the designated commission rate.

### Booking Process Updates:

- Effective January 1st, 2024, updates have been made to our booking process to comply with legal requirements in all 50 states and other countries.
- Everyone booking travel under the **ABC IATA (#34627482)** are **REQUIRED** to sign the ABC Travel Agreement.
- **Without a signed Travel Agreement, usage of ABC's IATA number in any capacity is absolutely prohibited, rendering those attempting to use the IATA number ineligible for commission.**
- Compliance with the US Department of State: Seller of Travel Licenses, particularly in California and Florida, is mandatory to avoid fines up to \$10,000 per instance.
- Keep in mind that you may be liable under a Seller of Travel License if you market to or sell travel to, from, or involving states that are not the state in which you live.
- Register bookings in TeSS (our CRM software) or via the ABC website immediately after booking.

### Actions Required:

- Review and sign the Travel Agreement.
- Ensure compliance with all legal requirements outlined in the Travel Agreement.
- Complete training provided by ABC, such as the "Passport to Profits" series.
- Request access to make bookings with our partners, including Sandals Resorts, Pleasant Holidays, Classic Vacations, and more!

Thank you for your unwavering support of the ABC and our renewed member benefits!  
Should you have any questions or need further assistance, please do not hesitate to reach out to us.

Sincerely,



Nicole Zillman

Vice President of Travel and Tourism, Association of Bridal Consultants