

Destination Wedding Travel Agency vs. Booking Direct with the Resort

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1. Executive Financial & Operational Matrix

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Comparison Dimension	Booking Direct with Resort Sales	Booking via FusionWeddings.com (100% Free)
Service Fee to Couple	\$0 (Resort keeps 100% of margin)	\$0 (100% Free Concierge - Resort pays agency directly)
Outside Catering Surcharge	\$55 - \$110/guest retail fee enforced	Waived or credited via wholesale room block leverage
Outside Photo/Makeup Passes	\$350 - \$1,000 per vendor charged	Negotiated vendor fee waivers written into contract
Guest Travel Support	Couple manages 100+ guest questions alone	Dedicated 350+ advisor team + custom guest booking portal
Rate Match & Upgrade Perks	Standard public online rate	Locked group rates + 1 per 10 comp rooms + suite upgrades

2. Step-by-Step Action Checklist Before You Put Down a Deposit

Follow these exact steps with your assigned FusionWeddings.com specialist to lock in maximum leverage:

Step	Action Item	Financial Impact
Step 1	Shortlist 3 vetted resorts and request simultaneous wholesale proposals	Creates competitive bidding between resort brands
Step 2	Bundle wedding venue contract and room block contract together	Unlocks up to 15+ free private banquet hours
Step 3	Insert written addendums for Sacred Fire (Agni), Baraat route, and outside catering	Eliminates surprise \$10,000+ post-signing surcharges
Step 4	Launch your private guest booking portal 10-14 months prior to wedding	Maximizes room nights booked inside your group block

BOOK YOUR FUSION DESTINATION WEDDING WITH OUR 350+ CERTIFIED SPECIALISTS (100% FREE CONCIERGE)

We negotiate waived outside catering fees (saving \$10,000+), lock in group room block rates with attrition buffers, and build your private guest booking portal at zero cost to you.

Get Your Free Custom Proposal:

<https://www.fusionweddings.com/travel-agency/travel-agent-vs-booking-direct-destination-wedding/> |

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