

CASE STUDY

Vue De Monde

Melbourne, Victoria, Est 2000

venuecrew.com/au/venues/vue-de-monde-rialto/

Vue De Monde presents jaw-dropping 180-degree views of the Rialto and city skyline, with three-hatted restaurant-quality dining. Weddings are inspired by the restaurant's passion for superior quality and service, but recreated in an event-friendly setting.

200,000

Annual listing views

240

Annual direct enquiries
through Easy Weddings
/ Venue Crew

60

Annual client tours
booked by our venue
specialists

30%

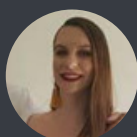
Viewing to booking
conversion rate

Client Summary

Venue Crew has been partnering with Vue Events since 2020 listing Vue De Monde on our Venue Finder specialist programme in Melbourne. Our venue specialists have an in-depth understanding of the venue's unique offering. They work closely with on-site wedding sales managers to match couples with the perfect venue that best suits their vision and budget. Our couples are presented to the venue, site inspection-ready, and are pre-booked for a viewing by our in-house team as the point-of-client handover.

Getting Value

The client experience at venue Crew is fantastic. The girls are really adding value by coming out to our venue and learning about us, and pushing our venues out to the couples that would make a great fit. It's a great time saver too - when the leads come through, they are pre-qualified and the team saves us so much time going back and forth with the client by handling that side of things.



"Venue Crew is great to partner with. Their venue knowledge really helps to drive sales and they take out a lot of the admin work by following up with the clients. By the time we speak with the client, it's at the site-inspection stage and a lot higher chance of converting."

Breanna Andrew
Event Sales Manager, Vue Events

The Benefits

- Quality client experience, with a team that really understands our venues.
- A massive time saver, bringing in clients that are pre-qualified and at inspection stage.
- Having the client management and admin taken care of for us.
- More visibility with marketing and advertising our venues across websites and platforms.

Top Tips

- Focus on what you do well and can execute, rather than offering too much and stretching yourself too thin.
- Embrace the Venue Crew team and take the time to teach them as much about the venue as possible. Have site inspections, showcase your events, and invite them to stay for lunch or dinner so they get the full experience. The more knowledgeable they are about the venue, the better they will be at recommending the right couples.

Connect with more couples and book more weddings

Reach more couples today, by partnering with Venue Crew, powered by Easy Weddings. Our Venue Specialists match couples with our carefully curated shortlist of venues in select cities across Australia and the UK.

venuecrew.com/list-your-venue/ • darcy@venuecrew.com