

Bob Christie:

So, one of the things that you certainly don't want to hear, and we've had phone calls, had clients that really would like to have our help, is they've had photographers either not show up, not show up on time, not have proper gear. You can't be showing up in jeans and a photo vest to a black tie awards event when they're working with your C level execs. It just doesn't feel good. We have helped clients because we can immediately provide photographers any hour of the day to get there that understand what goes on in the hotel, and what goes on in their meeting. We've had issues where they've been printing on site, and they didn't have all the materials they needed, and then we backed them up and supplied to them. We've had plenty of clients call us and say, "You know what? Last year I didn't go with you guys. This year I am," and I think that's the biggest compliment we can get because we have guidelines that allow us to deliver what we promise.