

TOUR TIME

3559 Church St., Saginaw, MI 48604-2142

June 25, 2006

Hi Bob & Karen

What sweet dreams I had last night; reliving such an enjoyable trip. I've been doing trips and tours for 17 years and Tour Time is known for doing different and out of the ordinary, exciting adventures. Your experience definitely ranks right up there in the top 10! (Out of over 500 trips.)

The comments on the boat and bus on our return home were about the delicious meals of course, and the enthusiasm and passion you two have for your island's future. We were also impressed with your kind, compassionate and sincere caring for your guests. Right down to the smallest details like the beverages and veggie tray on the boat. I have found out through the years that details and "little extras" really do make the difference. Especially impressed with the send off! Many took pictures of you two waving good-bye at lands end.

I knew by my conversations with you on the phone Bob, you had great compassion and commitment for your dreams. How fortune you are to have someone by your side that shares in your visions for the future. You both truly enjoy what your doing and it shows! We thank you so much for sharing.

Theresa is a keeper! She has a great personality for working with people.

Your presentation in the Pavilion was of great interest. People like to know the "inside story". The before and after, trials and tribulations, the "personal" side of a project. I can so plainly see you're next door in life that must be opened is *author and publisher!* This winter pen a little "booklet" on the island and light's history. Nothing to fancy at first, because it will be changing and evolving over the next few years. A picture on the front, history and your experiences on the inside, with a center (easy pull-out) mail order form for ordering your Island & Lighthouse sweatshirts, T's and lighthouse replicas. (Note on the bottom "also available at our store tada tada.) "All proceeds from sales of this booklet go towards the preservation and restoration of the Lighthouse and Keepers Cottage" should also be added. I've enclosed a copy of my brochure as an example. (My center page is a registration form.) Sell at the pavilion after your presentation by staff for \$4-6?

One more suggestion—you and your staff (family), should be wearing your Lighthouse T-shirts or sweatshirts. "Wear It & They Will Buy"! Offering a 10% discount to bus groups may help sales at the store. Oh, yes, I suggested to Heidi opening the locked marina bathrooms on trip day may help too. "Less time waiting in line to potty means more time to shop!"

We thank you again for the wonderful and "delicious" experience.

One last question---So, when do we start the Bed & Breakfast?????????????????

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