

## About Brooke

Brooke Ritzman, proprietor of Elegant Gowns and authorized dealer for Discount Bridal Service, Inc. (DBS), has been offering her services to brides for nearly two years. Prior to establishing Elegant Gowns, she worked for one of America's top financial institutions for 6 years which provided her with extensive experience in customer service.

In 2003 while in the midst of planning her own wedding, graduating from college, and pursuing her career in the financial industry, Elegant Gowns was created as a part-time endeavor for Brooke. After 1 year, Elegant Gowns became her full-time job and she is proud to have helped over 700 brides in her first 18 months of business.

Brooke looks forward to helping many more brides realize their dream wedding does not have to cost a fortune. She is now excited to be offering invitations, accessories, veils, and headpieces in addition to bridal & bridesmaid gowns

In addition to her love of working with brides, Brooke also enjoys reading, watching movies, playing her flute, and taking long walks. Whenever she gets a free weekend, Brooke loves spending time with her three nieces.



# The Gossip

Brooke,  
They are here!!!!  
I was so excited I almost kissed the UPS guy. Don't worry I controlled myself. I can never thank you enough for all your help you have given me. You have really gone above and beyond your call of duty and I really appreciate it....I couldn't have done it without you.  
Thank You so much,

*Libby Mayo*

Dear Brooke:  
Thank you so much for all your help! Ordering from elegantgowns.com has been a wonderful experience. I was apprehensive to order any dresses on-line but you were so quick to answer any questions I had that I felt confident in your products. First I ordered the ring bearer pillows and garter, then my bridal gown, then the bridesmaid dresses. You were so quick to get back to me on price quotes. Quicker than any of the other websites that I asked for quotes from. And any questions I had were always answered. All of my shipments came weeks before I really expected them, which was a nice surprise and they are all brand new and from the manufacturer. I like being able to track my shipments on-line so I knew exactly when they would be delivered once they were shipped out. I was so pleased with your products and the customer service I have received that I have been referring everyone I know to you. I even have a friend who went through your company for her wedding dress and she got the same great service! Thank you so much for making this part of planning my wedding so easy and relaxed.

Thank you again, Brooke!

*Cherelyn Espina*  
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Brooke,  
I just wanted to share with the world the wonderful experience I had using Elegant Gowns for my wedding dress.

The majority of the dresses I found were at least \$1000, and many were \$2000+. This was certainly out of my budget. When I found the perfect dress for \$1200, I was ready to cry, knowing it was out of my price range. Then, my sister reminded me of how she purchased her dress on the internet. She was married about 4 years ago, and found her dress at Elegant Gowns for \$200...and it was beautiful. So, I gave it a shot. I e-mailed Brooke, and within 24 hours, she wrote me with a quote of \$500 for my perfect dress! However, there was a problem...it would take 18 weeks to ship, and my wedding was in 16 weeks. Brooke put a rush on my dress, and I actually received it in about 10 weeks! The best part was that the dress was flawless! I don't know that I would have ever had the dress of my dreams without Elegant Gowns! I would love to tell you more about my experience...and if you want a real testimonial from someone who knows the hassles of planning a wedding, feel free to e-mail me.



# the future mrs.



We know how long you have been dreaming of this day.

Let us help make it perfect!

bridal gowns  
bridesmaid dresses  
mother's dresses  
invitations  
favors  
veils  
headpieces  
and more

[www.elegantgowns.com](http://www.elegantgowns.com)

1.866.324.4749



## *I Need More!?*

**Well Brooke has the answer. Below is a fraction of the list of products and services she offers!  
Yes, a fraction!**

engraved gifts	"i do" thong	license plate frames
"ring bearer" bib	wedding veils	"aunt of the groom" jr. baby doll t
custom shirts	ring pillows	"friend of the groom" fitted t-shirt
bandeaux	earrings	"matron of honor" hoodie
gifts for kids	flower girl dresses	candle holders
custom boxers	guest book	napkins
mugs	bridesmaid dresses	"flower girl" kids t-shirt
"taken" shirts	save the date magnets	rehearsal dinner invitations
money clip	favor boxes	direction cards
save the date cards	halos	combs
"cousin of the groom" sweatshirt	"father of the groom" golf shirt	cake servers
key ring	engagement announcements	menu cards
wax seals	cufflinks	"maid of honor" tank top
card box cover	disney wedding invitations	"best man" boxers
"mother of the groom" ringer t	wedding web site	"father of the bride" shirts
gown preservation	unity candles	headpieces
wedding invitations	personalized wine	cake toppers
"groom" hooded sweatshirt	jewelry	personalized screen saver
silk rose petals	gifts for mom	"uncle of the bride" shirts
blank thank you notes	vase	pocket watch
bracelets	earrings	shot glasses
engraved invitations	custom made veils	personalized golf balls
personalized wine labels	"groomsman" shirts	menu cards
tiaras	custom camisoles	garters
memory albums	wedding gifts	"ring bearer" infant creeper
moms' dresses	bridal shower invitations	bows
engraved poker sets	seal 'n send invitations	bookmarks
"mother of the bride" shirts	gifts for dad	place cards
"usher" shirts	rhinestone tiaras	cell phone holder
online photo album	"friend of the bride" track suit	personal wedding calendar
"grandpa of the groom" shirts	used gown classified	carlson craft invitations
favours	flower girl baskets	name change kit
keepsake box	jewelry case	
thank you notes	decorations	
headbands	wedding accessories	
cake servers	picture frames	
pens	"bride" shirts	
necklaces	engraved baseball bat	
precious moments	glassware	
v-bands	flower girl headpieces	
"grandma of the bride" women's t	personalized ribbons	

**Don't see what you need?  
Or don't want to read through the list?  
Send an email to Brooke at  
[brooke@elegantgowns.com](mailto:brooke@elegantgowns.com)  
or call toll free 1-866-324-4749**

# History of Discount Bridal Service

Discount Bridal Service began in 1985 by people who have been in the business since the 70s and has grown to be the leading "Personal Buying Service" for brides. The first in the industry to understand the special needs of brides, DBS® enjoys its innovative reputation.

Discount Bridal Service is different because we operate through Dealers who live and work in your community.

We are not just an 800 number or anonymous Internet bridal service. Our Dealers can assist you in selecting dress styles, material, fabric colors, and dress

part of our philosophy for doing business.

DBS® has a commitment of service to our local communities. We support and commend individual volunteer service in our staff and national dealership.

## We cut the costs, not the care!

We believe our company grew because we put the customer first. We know that we would not be here today without the word of mouth recommendations of our satisfied customers, for which we are truly grateful. Owned and operated by the same family that began our business, their bridal experience of over thirty years guides our operations on a day to day basis.

We cut the costs, not the care!

Now we are a international organization, with DBS® Dealers local to most communities throughout the USA! We are unique in that level of direct personal service to you, the bride, and her family.

There is no comparison to the direct, Personal Service brought to you by our local DBS® Dealers! Our International Company lets you purchase first quality wedding gowns, veils, attendant's dresses and more at discounts of 20% to 40% off the suggested retail prices! You can save hundreds of dollars on the gown of your dreams.

sizes. We can also recommend competent seamstresses to handle your alterations - although a number of our Dealers are seamstresses themselves. We know you will be delighted by the range of other bridal related discounted merchandise many of our Dealers represent.

Discount Bridal Service is a Purchasing Service, not a shopping service. Once you make a decision on your dress or dresses, we are here to work with you. Provide us with the manufacturer's name, style number and color name... or simply tell us which issue and page number the dress appears on in any of the bridal magazines. We will verify the style, give you our price, order it on your behalf and have it shipped directly to you or any place you designate.

DBS® has a commitment of service to our local communities. We support and commend individual volunteer service in our staff and national dealership.

You will also see DBS® helping others when disasters strike. It is



You will also see DBS® helping others when disasters strike. It is part of our philosophy for doing business.

## *The Discount Bridal Service*

### *Mission*

It is the goal of Discount Bridal Service to consistently exceed our customers' expectations. We want to be better than you expect us to be in knowledge, service, and overall performance.

Our corporate mission is to offer an educated consumer the wedding attire of her dreams at a substantial DISCOUNT on current nationally advertised styles. What you see in the bridal magazines is what you will receive through DBS®. We will never sell knock-offs, cheap copies, or sample worn garments. We guarantee our customers new, first quality BRIDAL attire, attendants' gowns, special occasion gowns, and accessories.

The difference between our competition and us, our covenant to give our customer personalized one-on-one SERVICE and attention.

Discount Bridal Service® is dedicated to be true to its name and corporate identity in its entirety. Our fine reputation reflects our deep commitment to these principles.

DBS® has a commitment of service to our local communities. We support and commend individual volunteer service in our staff and national dealership. You'll also see DBS® helping others when disasters strike.

There's no comparison to the direct, Personal Service brought to you by our local DBS® Dealers!







*The exact same dress. . .*  
and you save money!

[www.elegantgowns.com](http://www.elegantgowns.com) 1.866.324.4749



## *You asked?*

### **What is DBS®, Inc.?**

Discount Bridal Service is the original and largest "Personal Buying Service" for Brides. Our International Company lets you purchase first quality wedding gowns, veils, attendants' dresses and more at discounts of 20% to 40% off the suggested retail prices! You can save hundreds of dollars on the gown of your dreams.

### **How does DBS® work?**

Discount Bridal Service is a PURCHASING SERVICE, not a shopping service. Once you make a decision on your dress or dresses, we are here to work with you. Provide us with the manufacturer's name, style number and color name... or simply tell us which issue and page number the dress appears on in any of the bridal magazines. We will verify the style, give you our price, order it in your behalf and have it shipped directly to you or any place you designate.

*20% to 40% off  
the suggested  
retail prices!*



## *We answered!*

### **How do you get the merchandise at such a low price and where do the dresses come from?**

We have no inventory of gowns, which permits us to keep our costs down. Therefore, we are able to pass those savings on to you and provide the individual, personalized service that every bride deserves. We deal with the same bridal manufacturers and resources as any other legitimate bridal retailer. You will never see a worn sample or a dress taken off the rack for a DBS® customer. We sell only new, special ordered, first quality merchandise.

### **Which manufacturers and designers are available?**

Most nationally advertised gowns are available through DBS®. We do not represent manufacturers whose standards and commitment to the consumer are questionable or have proven to be unreliable.

### **How do I pay for my gown?**

All merchandise must be paid in full at the time you place your order, as it will be shipped directly to you by the United Parcel Service. You may pay by check or money order. Most of our Dealers also accept credit cards.





### **How long does it take to get a gown?**

Delivery times vary by manufacturer and can range anywhere from 6 to 30 weeks. However, we have done weddings from start to finish in a week - so don't be afraid to ask! We prefer to quote a conservative delivery. DBS® would rather send perfect garments in a time frame that is still comfortable than risk quoting a date that is unrealistic.



*every garment goes through a 25 Point Inspection Process.*

### **What about alterations?**

Any of our Dealers can recommend competent and experienced bridal seamstresses. Many of our Dealers are seamstresses by trade. When dealing directly with an unaffiliated seamstress you may also receive additional savings over retail bridal stores. All alterations are done independent of our DBS® Buying Service.

### **What happens if there is a problem with the dress?**

All merchandise is received at our Service Center for inspection before we ship to you. Each and every garment goes through a 25 Point Inspection Process. However, should you discover a problem, simply contact the Dealer who placed your order and the necessary steps will be taken to make it right for you. We believe that our customers deserve the very best that the bridal market can provide.

