

# Couples Hire a New Kind of 'Matchmaker'

SAN FRANCISCO, Calif. /Send2Press Newswire/ – Engaged couples are turning to a San Francisco business for help in finding a photographer for their wedding. Founder Natalie Sousa launched the Webster Hill Photography Agency ([www.websterhill.com](http://www.websterhill.com)) after years as a professional photographer.

“Brides are so nervous about picking the right person, and picking the right style, and picking the right package. There’s a lot to consider. We want to help our clients find a great photographer and walk them through the entire process, so they can just relax and enjoy themselves.”



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Sousa and her team help clients select professional photographers and handle all the billing, printing and customer service. The fact that the extra service is completely free usually catches new clients by surprise, according to Sousa. “A client called yesterday, after receiving one of our brochures, and said she just wanted to thank us for even having this service available. We get that 3 or 4 times a week. The company finds its profits from negotiated package rates with photographers and vendors, similar to travel or real estate agencies.”

Webster Hill is the region’s first brokerage service for wedding photography and offers the only money-back guarantee in an industry dominated by mom and pop shops.

For Sousa, this is more than just a marketing pitch; “If you were shopping for a home, you wouldn’t want to drive around for days hoping to find something for sale. You want someone to guide you through it. When you do all your own legwork and try to hire a lone photographer the risk is on you, the customer. With a photography agency, we do the legwork, take on all the risk and make sure the customer is happy.”

The business model was a big hit at a recent San Francisco bridal fair, with both clients and photographers flocking to the Webster Hill booth. “Photographers don’t really see us as competition,” added Sousa, “because they understand we want to help both sides make a good match.”

Visit [www.websterhill.com](http://www.websterhill.com) for more information on Webster Hill.

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