

# Table for two, anyone?

*Busy, single professional in search of like-minded for companionship? Here's the answer.*



"You might consider a headhunter for a new job. So why not a 'hearhunter' to help you find a pleasant date?" Amy Rolando, owner of Table For Two

**M**elissa is a whiz in the communications business, a divorced mom, busy with personal, professional and civic responsibilities but, well, yes, yearning for more romance in her life. Sure, she has friends, but finding a "good date" with a professional man with similar interests was almost impossible, until Melissa called on Table For Two.

"Table For Two has matched me up with some wonderful gentlemen," Melissa says with enthusiasm. "I've had great dates with men I would have never met just by chance." Table For Two is a business venture of Amy Rolando, and it's the only dating service of its kind in the Twin Cities. It caters solely to busy professional people who have little time or opportunity to meet suitable people of the opposite sex.

Rolando and her team of matchmakers rely solely on their own intuition to bring together educated, professional people — no computers, no video tapping. When the matchmakers feel they have a match, they arrange for a

lunch, dinner or coffee date for the two people.

The fees for Table For Two services run around \$2,500 depending on options, which entitles a client to lunch or dinner date "fix-ups" for 12 months over a 2 year period. This fee is on the lower end as most services run between \$1,500 to \$5,000. "We truly are the Lexus of the industry yet we have Saturn pricing" Rolando says. Most services won't tell you their fees up front. "No other service can come close to compare with the level of service we provide our clients," Rolando says. In fact, they are so confident in this statement that they will actually give out the phone numbers to the other services. "We know we're in a league of our own and we know our potential clients will see that, too."

Business is booming for Rolando and her team of matchmakers, whose clients now includes 1,000 of the Twin Cities professional singles, from attorneys and accountants to systems analysts and teachers.

## **THE CLIENT**

"We offer a unique alternative, a safe way to

meet other professional, educated people,” states Rolando. “Our clients are the types who wouldn’t go to bars searching for a mate. They are quite active, busy with careers and often-times, families. But at this point in their lives, they find themselves single, with no time or safe place method of connecting with the right person.”

### THE INTERVIEW

Denys Cerny of Table For Two conducts an extensive personal interview with each new client. Often she meets with the client at their work place, or a coffee shop close to their location, but Table For Two encourages clients to visit their offices for the interview to see the company’s operation.

Whatever the location, Cerny’s relaxed style and genuine friendliness make her easy to talk with. Cerny asks about a client’s background, schooling, career and future plans. She also covers such subjects as previous marriages, children, and their best attributes they bring to a relationship.

Soon the interview leads to the client’s desires in a potential partner. “Clients tell me what they are looking for, what attracts them, on any subject that is important to them — leisure, activities, political persuasion, physical traits, religious preferences,” Cerny reports.

### THE MATCHMAKERS GET TO WORK

After the interview, Cerny talks to the team of Table For Two matchmakers. The matchmakers use their files, their memories and their intuition to find suitable matches for the new client.

“Of course, the more specific the client’s requirements are, the more limited we are in finding a suitable match; likewise, the more open a client is, the more matches we can make,” Rolando says. “But we are always honest with our clients, and tell them realistically what they can expect from us.”

### THE DATE

A typical date scenario: Table For Two matchmakers think Jim and Libby would enjoy each other’s company. They arrange for the two to meet and make a reservation for the two at a popular restaurant like Palamino’s, Kincaid’s or Morton’s of Chicago. When Jim gets to the restaurant, he tells the hostess his first name and that he is here to meet “Libby” (he only knows her first name).

Jim and Libby have lunch or dinner (the restaurant has been told to bring separate checks to the table), and there might be a

## SINGLE IN THE TWIN CITIES? YOU’RE NOT ALONE!

Are you alone with your laptop computer on a Friday night? Only to meeting other soccer moms at soccer games? Do you feel like a “single” in a world of “doubles”?

Go figure! According to the U.S. Census Bureau, more people are single now than any other time in U.S. history. In fact, 40% of Americans over the age of 25 are single. What does that mean for the single person in the Twin Cities?

Fact: There are 600,000 other single people over the age of 25 in your metro area. “But that whopping big number gives professional single people little consolation because most have no idea where other single people of similar interests are hiding,” points out Amy Rolando, owner of Table For Two

“click” between the two people if the “chemistry” is right. Jim and Libby can exchange names and phone numbers or business cards — or not. Whether there is another date is up to the two of them.

“Conversation tends to flow easily at the date,” states Mark, a St. Paul sales and marketing professional and a client of Table For Two. “After all, I’m having lunch with someone who has interests, values and goals similar to mine, another professional.”

Mark has had three different dates arranged by Table For Two and has had a second or third date with each women. “I’ve been very impressed with the service,” Mark says. “I work 50 hours a week so I have no time to find a way to find good potential dates. And Table For Two definitely beats the fix-up dates my sisters have arranged for me!”

### THE FOLLOW-UP

Following every arranged date, a representative from Table For Two calls each person for feedback. Rolando reports that on average 86% of the clients of Table for Two are pleased with their date.

“We simply bring compatible people together who would not have had the chance to meet another way,” Rolando says. “Our clients constantly tell us they never thought they would use a service such as ours, but they are so pleased they did.”

## QUICK STATS

### COMPANY NAME

- Table For Two

### TYPE OF BUSINESS

- Matchmaking service for professionals

### LOCATION

- 119 North 4th Street  
Suite 306  
Minneapolis, MN 55401

### EMPLOYEES

- 8

### YEARS IN BUSINESS

- 8

### KEY TO SUCCESS

- Hand-picking matches between people

### WHAT’S AHEAD

- Continued expansion to other U.S. cities. Currently an office Rochester, MN.

### WEB SITE

- [www.tablefor2.com](http://www.tablefor2.com)