

# Introducing a new way to find love

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With the recent changes to legislation on same-sex marriage in New Zealand, it's now more important than ever that organisations support and facilitate committed same-sex relationships here in Australia.

As Australia's first agency dedicated exclusively to helping gay men find long-term love, not simply a fleeting encounter, Beau Brummell Introductions (BBI) is making a necessary and valuable contribution to the promotion of this important social issue – one which Australians are overwhelmingly in support of.

BBI has been abuzz since April 17 when the New Zealand Parliament passed legislation legalising same-sex marriage. The organisation was especially excited that this legislation provided a fantastic opportunity for NSW Premier Barry O'Farrell to declare his strong support for same-sex marriage in Australia, challenging federal Opposition Leader Tony Abbott's opinion on the issue. It's likely that this

equal treatment of same-sex couples in New Zealand will draw Australians across the Tasman in droves to legalise their unions.

"This legislation is particularly important to us because we're in the business of facilitating serious relationships," BBI co-founder Vinko Anthony said.

"We provide opportunities for gay men to meet people who are genuinely interested in long-term relationships – not internet dating or a fleeting encounter, but good old fashioned dating and romance, and hopefully, one day, marriage.

"We believe that legalising gay marriage here would be a wonderful chance for Australian society to show the world that we are progressive when it comes to such important social issues."

After two years in operation, BBI now has 260 clients and conduct interviews from Sydney, Melbourne and Brisbane. It has an impressive 70 per cent success rate with 54 couples currently dating and 18 relationships created.

Its clients are interesting, successful, passionate individuals

searching for serious commitment and that elusive great love.

Anthony said the organisation's talent lies in personally matching compatible men who complement each other, have the same values and share a similar vision for their lives.

"Our service is extremely personal, we meet every potential client and conduct interviews face to face, never online," he said.

"We are very hopeful that New Zealand's decision and the current support from Mr O'Farrell will prove a significant step forward for our clients.

"Our whole business model is built on the importance of family and commitment, which is what Mr. O'Farrell supports."

With the world rapidly changing its view on same-sex marriage, BBI is perfectly positioned to make a valuable contribution to building committed family units.

**INFO:** [www.beaubrummellintroductions.com](http://www.beaubrummellintroductions.com) or [facebook.com/BeauBrummellIntroductions](https://www.facebook.com/BeauBrummellIntroductions)



**VINKO AND ANDREA:** Founders of Beau Brummell Introductions. **Photo:** Frank Farrugia, Same Love Photography.

# BEAU BRUMMELL

I N T R O D U C T I O N S

We hold the key to a life full of love

As Australia's first introduction agency for gay males, Beau Brummell caters to discerning men looking for genuine long-term love and for whom finding their one true life partner is a priority. Our entirely personal service gets to the heart of every individual's lifestyle, tastes and desires to find you that one exceptional individual. One phone call to us could change your life forever.

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# Two men changing the world of dating

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Imagine two ordinary scenarios.

1. Pulsing lights, heat, anonymity. You've had enough to drink. Feeling bold; staring at a stranger. He speaks up. But above the music you can't hear much more than: "I... What? You... What?" It's just too hard. The split-second relationship ends there.

2. A man stands up and presents a report to the gathering. He's smart - he's more than that. Something passes between you. The room empties out, he's caught up in chitchat with another colleague, and the moment has gone.

The two personas described above reveal that, between the public image and a workplace identity, there is a yawning communal gap which seems to be widening for all that social media technologies facilitate connectivity.

Such estrangement permeates urban life, crossing gender boundaries. A modern paradigm captured in Michel Houellebecq's acerbic novel, *Atomised*. The question for single men and women today is not how to meet new people but how you can know them and how

you can know yourself with them.

Picture another two scenarios.

1. It's just after dusk on a blustery winter's night. You come from the dark street into the lounge room, to the smell of a tenderly braised casserole. He walks through the kitchen door towards you. "Oh, my love. I missed you all day." And there's nothing deeper, nothing more profound than being there, embraced by him.

2. It's a Tuesday. The restaurant was booked months ago. At the table are three same-sex couples: Sharon and Elaine, John and Steve, and Sandy and Louise. As it happens, the odd one out is the Prime Minister. This leader is dining alone because she can't yet acknowledge, or pretends not to know what the majority of Australians now believe is a basic human right: the right to marriage equality.

Comparing these situations, many might ask why a timeworn concept of commitment holds such significance. Many might question how an institution that seems to have lost its integrity in the mainstream, marred by high rates of divorce, can represent a case for human

rights at all. The answer to these queries is simple. At the core of the marriage union is love; lasting, deep, committed, intelligent and meaningful love.

The celebration of this lost concept of love is the joint project of one extraordinary couple, known in unison as Beau Brummell Introductions. As the prospect of same-sex marriage offers an old tradition new hope, Vinko Anthony and Andrea Zaza are leading the hearts and minds of the nation, encouraging us to look to the future. Their endeavour is visionary, not only as a service that is prepared to invest real time in knowing and uniting men of substance, but as a demonstration of the belief that true love truly exists in gay relationships. It's time to celebrate a new era, and the Beau Brummell table is set for a fabulous dinner tonight.

If you are wondering where Australia's influential gay men meet for long term relationships, call BBI on (02) 9380 2662.

**INFO:** [www.beaubrummellintroductions.com](http://www.beaubrummellintroductions.com) **Photo:** Cameron Barnett



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## An introduction worth a thousand words

Beau Brummel Introductions is Australia's first introduction agency for gay males, catering to discerning gentlemen looking for genuine long-term love, and for whom finding their soulmate is a clear priority. In support of same-sex marriage and what we at Beau Brummel Introductions believe in, we simply share this love letter sent between two of our clients.

"My love, I am so lonely I can hardly bear it. As one needs happiness so have I needed love; that is the deepest need of the human spirit. And as I love you utterly, so have you now become the whole

world of my spirit. It is beside and beyond anything that you can ever do for me; it lies in what you are, dear love — to me so infinitely handsome that to be near you, to see you, hear you, is now the only happiness, the only life, I know. How long these hours are alone!

Yet it is good for me to know the measure of my love and need, that I may at least be brought to so govern myself as never to lose the love and trust that you have given me.

My love, let us make and keep our love more beautiful than any love has ever been before."



## What makes a great wedding photo?

A wedding photographer must capture the marquee photos of the day: the nervousness of the couple getting ready, walking down the aisle, the first kiss. These are once-in-a-lifetime images. However, the best photos come from more fleeting moments: a mother's look of pride in their daughter or son; the joy and emotion as the vows

are exchanged and those special times celebrating with family and friends once the formalities are over. They are touching and poignant instances of time. When photographed, they enhance the true record of the timeless celebration of marriage.

Jason Davis, wedding photographer

# Romance 101: "Ditch the apps"

## Relationships

Miles Heffernan

WITH Valentine's Day at the doorstep, matchmaker Vinko Anthony has some simple advice - put down the apps and connect in the old fashioned way, but don't be bunny boiler and don't be guided by silly rules about when to contact people.

Anthony, who along with his business and life-partner Andrea Zaza founded Beau Brummell Introductions, says mobile phone apps have been a huge boon for his business because of people who aren't able to effectively express themselves creating hookup or dating site profiles that focus on what gets bites or interaction that often runs counter to sustained love.

Anthony feels the limitation of technology is that the real person cannot be presented effectively in that medium.

"People are losing faith in apps," he says.

"To be honest with you, there has to be fantastic people on these apps but they are not able to represent themselves the way they want to, so it becomes all about sex.

"This really demoralises people because they are not presenting themselves the way they actually are, so it becomes a full time job being on all those apps being someone you are not."

He added: "People are making too many judgements on the photo. Some people take a good photo or even a bad photo, either way you don't get the real person.

"If you are meeting someone face to face, you experience the expression in their eyes, their masculinity, their smell, their smile. It is so much more than a photo."

The date itself can often be harder if simple tricks are not followed, with the main one being to make sure there is some outside stimulus.

Anthony advises: "It is always nice to have something else going on, like going to a museum of contemporary art. Everyone has an opinion on art. But wherever you pick, you need something else to talk about on the date than just each other."

For those that might not appreciate art, Anthony says: "Just go and do something fun, even going to a theme park, sporting match or even hiking somewhere beautiful so the stunning scenery can get you talking. This will take so much pressure off the date."

In addition to the external environment, Anthony adds that attention must be paid to the other person at all times.

"No phone on table - or anywhere. Most of our communication is fine, but listening is gone - truly

engaging with people is being lost," he says.

"People really need to listen to the other person as this helps them connect. It is just so important."

He also laughs at the rules or guidelines about how long to wait before contacting someone if the date went well.

"Forget about the rule to not call for three days. If you like the person you should tell them. Be truthful about your feelings. Be respectful of their space. Don't, don't, don't ever follow the no call rule," he says.

"As they say in Italy, God passes by your front door only once.

"But don't be a bunny boiler, and if you are not getting any response, take it for what it is."

Talking about how an introduction service works instead of apps, Anthony concedes: "We are a niche within a niche.

"We don't want people to go on bad dates, so we get some background information first to help the conversation flow."

Anthony adds that he and Zaza have a 75 per cent success rate with introductions: "We get to know people, by not asking too many questions, then when we need to go back and forwards."

When questioned about whether they send raunchy pics of their clients, Anthony responds with a laugh.

"No, no, no. We don't even share head shots," he says.

"We form a deep relationship of trust with our clients and that is important to us. As we get paid on success, we work hard to find men that connect deeply."



## TOP DATING TIPS

- ♥ Have your date where other activity is going on like an art gallery or somewhere fun
- ♥ Leave your phone switched off
- ♥ Listen, don't just chat
- ♥ Be honest about your feelings but respect theirs
- ♥ Don't be a bunny boiler
- ♥ Don't follow rules about when to call
- ♥ Feel safe to represent yourself - all of you, not just the sexualised version



Vinko Anthony and Andrea Zaza, founders of Beau Brummell Introductions. Photo: Frank Ferugia, Same Love Photography