



**STYLUS DJ BOOKING TEAM:** stylusdjnyc@gmail.com **PHONE:** 267-461-8293

**MAILING ADDRESS:** PO Box 286530 New York, NY 10128 **PHYSICAL LOCATION:** Fishtown, Philadelphia, PA 19125  
 stylusdjentertainment.com | @stylusdjentertainment

## SERVICES/RATES

Stylus is a boutique agency whose focus is on the music. Pricing is based on the number of **Hours** and **Areas** you will need services, and is tiered based on factors such as the DJ's wedding experience and tenure. Please use this rate sheet as a guide, and contact us for an exact quote.

Note	Pricing Tier			
	Junior (\$)	Senior (\$\$)	Executive (\$\$\$)	
<b>PEAK:</b> Weddings/Milestones on Saturday, May through October, <u>plus</u> major holidays/holiday eves.				
(A)	<b>BASIC PACKAGE - PEAK</b>	\$1050	\$1250	\$1450
(B)	<b>Additional HOURS - PEAK</b>	\$225	\$275	\$325
<b>OFF-PEAK:</b> Weddings/Milestones Sunday-Friday, November, December, March and April, <u>except</u> major holidays/holiday eves.				
(A)	<b>BASIC PACKAGE - OFF-PEAK</b>	\$900	\$1100	\$1300
(B)	<b>Additional HOURS - OFF-PEAK</b>	\$200	\$250	\$300
<b>WINTER/CORPORATE:</b> Weddings/Milestones January-February, and all other types of events, <u>except</u> major holidays/holiday eves.				
(A)	<b>BASIC PACKAGE - WINTER/CORPORATE</b>	\$900	\$900	\$1100
(B)	<b>Additional HOURS - WINTER/CORPORATE</b>	\$200	\$200	\$250
(C)	<b>Additional SPEAKERS/AREAS</b>	\$125 each		
(D)	<b>Early Setup/Downtime/Late Breakdown</b>	\$100/hour		
<b>Flat-Rate Travel</b>		Within DJ's Home City [NYC/PHL/HUD/LAX]		FREE
		NYC TO or FROM Philadelphia		\$200
		NYC TO or FROM Hudson NY		\$350
<b>Other Travel</b> [\$50 min.] Venue is < 125 miles from DJ's Home City		\$1/mile round trip		
<b>Other Travel + Hotel Allowance</b> Venue is 125-175 miles from DJ's Home City		\$1/mile round trip + \$150		
<b>Optional Lighting</b> Subject to availability		<b>** Philadelphia DJs Only **</b> 8x Uplighting Fixtures - \$300 1x GigBar Dance Lighting Rig - \$300 Uplighting + Dance Lighting Combo - \$500		

## NOTES

**(A) The BASIC PACKAGE** is perfect for Receptions and includes:

- The first 4 hours (minimum charge)
- Travel within the DJ's home city
- One main sound system (2 speakers) for one room or area and music program via laptop
- One handheld wireless microphone with a stand
- MC services (announcements, introductions, etc.) by the DJ
- Customized song pool and unlimited advance consultation via a shared music organizer
- Hands-on coordination with you and your vendors via a shared timeline
- Proof of liability insurance for your venue

**(B) Additional HOURS:** Booked in advance or overtime.

**(C) Additional SPEAKERS/AREAS:** All gear should be set up and ready to go before guests arrive - we avoid moving speakers during the event.

- If the Ceremony and/or Cocktail Hour are in the same room/area as the Reception, no additional speakers are needed, and you are free to add on additional hours.
- If the Ceremony and/or Cocktail Hour are in rooms/areas separate from the Reception, 1-4 additional speakers may be needed, plus any additional hours.

**(D) Early Setup/Downtime/Late Breakdown:** There is no charge for setup or breakdown time, as long as:

- the DJ has at least 1 hour per contracted area to load in and set up, immediately before the DJ Start Time;
- the DJ has at least 1 hour to break down and load out, immediately after the DJ End Time;
- the DJ's load in, setup, sound check, breakdown and load out doesn't disrupt any other activity going on in or around the space;
- the Event Location does not require setup or breakdown outside of these windows.



## FAQs

What is the **SAME** about the DJs?

Our DJs are music lovers known for their low-key, non-flashy vibe and providing our clients with a highly customizable music program.

What is the **DIFFERENCE** between the pricing tiers?

Rates are tiered based on factors such as the DJ's wedding experience, tenure with the agency, demand, and home market, so we can accommodate a range of budget and project management expectations.

How does **AVAILABILITY** work?

If a particular DJ isn't available on your date, they may already be booked, have travel restrictions, or are not available that far in advance yet.

Do the DJs use **TURNTABLES** and play **VINYL RECORDS**?

Though we are all vinyl lovers, we use laptops at events.

Do the DJs **MIX LIVE**?

Yes. Exceptions include using auto mix for short breaks or when the DJ is organizing wedding party introductions. For single-speaker setups in potentially tight spaces, such as a separate Cocktail Hour, the DJ may opt to play a pre-made playlist from a device.

Will the DJ make **ANNOUNCEMENTS**?

Almost all of our DJs do. In most cases, we do not bring a separate MC.

**HOW MANY SONGS** will the DJ be able to play?

15-20 songs per hour. We consider it precious real estate.

Will the DJ take **REQUESTS** from guests?

We love taking guest requests! If you prefer otherwise, we will politely decline or suggest a song or style we've already agreed on.

Can we give the DJ a **MUST PLAY/DO NOT PLAY** list?

This is strongly encouraged, and we will ask for some of your favorite bands and genres and those your guests may enjoy. Otherwise, you may have as much or as little control over the song pool as you like, and we'll take care of the rest.

Can the DJ include music that reflects a **PARTICULAR CULTURE** (e.g., Jewish, Spanish, Indian, etc.)?

Definitely!

**IS IT POSSIBLE** to book the Basic Package now, and add hours, speakers or services later?

Absolutely! We only book one event per DJ per day, and are happy to accommodate post-contract changes with at least 30 days' notice.

What if we need a **CEREMONY MIC**, but not music?

If the ceremony is in a separate room/area at your venue, the rate is \$100 per hour plus \$125 per additional speaker. The handheld wireless microphone/stand included in the Basic Package will be moved between the spaces.

What if our **CEREMONY** and **RECEPTION** are in the **SAME SPACE**, and **COCKTAIL HOUR** is **SEPARATE**?

If you need DJ services for each phase, that counts as 2 rooms/areas. If you have live musicians for cocktail hour, the rate is \$100 per hour of Downtime, and no additional speakers are needed.

What if our venue has an **APPROVED IN-HOUSE SOUND SYSTEM**?

We use the "Additional HOURS" rate, 4-hour minimum.

Will the DJ require a **MEAL** at my event?

Yes – vendor meals are customary and always appreciated. We prefer to eat discreetly from the DJ table and don't take many breaks.

Will the DJ drink **ALCOHOL** at my event?

No – it is unprofessional and a violation of our liability insurance policy.

**MAY WE SPEAK** with our potential DJ before deciding?

Yes! This is encouraged, once a scope of work has been established, and a quote has been provided.

**CONTRACTS** are issued digitally via Adobe Sign. Once you are ready to go forward, we will send you a sample version to review.

**DEPOSIT/PAYMENT POLICY:** About 30% to reserve the date via Venmo, Zelle, Bank Transfer, Personal Check, PayPal or Credit Card. The balance due is paid directly to the DJ the day of via Check, Cash or Venmo only.

**TIPPING** is never expected, but always appreciated.

What is your **CONTINGENCY PLAN**?

DJs don't take sick days, but in case of an emergency with advance notice, we would do our best to find a replacement, and your shared timeline and music organizer would be available to them.

## PRICING EXAMPLES

### PEAK

#### BASIC PACKAGE (ONE MAIN ROOM/AREA)

Hours	Junior (\$)	Senior (\$\$)	Executive (\$\$\$)
4	1050.00	1250.00	1450.00
5	1275.00	1525.00	1775.00
6	1500.00	1800.00	2100.00
7	1725.00	2075.00	2425.00

#### 3 SPEAKERS x 2 AREAS

(SEPARATE CEREMONY or COCKTAIL, fewer than 175 guests)

Hours	Junior (\$)	Senior (\$\$)	Executive (\$\$\$)
4	1175.00	1375.00	1575.00
5	1400.00	1650.00	1900.00
6	1625.00	1925.00	2225.00
7	1850.00	2200.00	2550.00

#### 4 SPEAKERS x 3 AREAS

(SEPARATE CEREMONY and COCKTAIL, fewer than 175 guests)

Hours	Junior (\$)	Senior (\$\$)	Executive (\$\$\$)
4	1300.00	1500.00	1700.00
5	1525.00	1775.00	2025.00
6	1750.00	2050.00	2350.00
7	1975.00	2325.00	2675.00

#### APPROVED IN-HOUSE SOUND SYSTEM

Hours	Junior (\$)	Senior (\$\$)	Executive (\$\$\$)
4	900.00	1100.00	1300.00
5	1125.00	1375.00	1625.00
6	1350.00	1650.00	1950.00
7	1575.00	1925.00	2275.00

### OFF-PEAK

#### BASIC PACKAGE (ONE MAIN ROOM/AREA)

Hours	Junior (\$)	Senior (\$\$)	Executive (\$\$\$)
4	900.00	1100.00	1300.00
5	1100.00	1350.00	1625.00
6	1300.00	1600.00	1950.00
7	1500.00	1850.00	2275.00

#### 3 SPEAKERS x 2 AREAS

(SEPARATE CEREMONY or COCKTAIL, fewer than 175 guests)

Hours	Junior (\$)	Senior (\$\$)	Executive (\$\$\$)
4	1025.00	1225.00	1425.00
5	1225.00	1475.00	1750.00
6	1425.00	1725.00	2075.00
7	1625.00	1975.00	2400.00

#### 4 SPEAKERS x 3 AREAS

(SEPARATE CEREMONY and COCKTAIL, fewer than 175 guests)

Hours	Junior (\$)	Senior (\$\$)	Executive (\$\$\$)
4	1150.00	1350.00	1550.00
5	1350.00	1600.00	1875.00
6	1550.00	1850.00	2200.00
7	1750.00	2100.00	2525.00

#### APPROVED IN-HOUSE SOUND SYSTEM

Hours	Junior (\$)	Senior (\$\$)	Executive (\$\$\$)
4	800.00	1000.00	1200.00
5	1000.00	1250.00	1500.00
6	1200.00	1500.00	1800.00
7	1400.00	1750.00	2100.00

Stylus DJ Entertainment is a Woman-Owned and Operated Business



*Proud to be an Offbeat Bride Featured Vendor, Winner of the 2016-2020 WeddingWire Couples' Choice Award, the 2017-2020 The Knot Best of Weddings Award, and the 2020 The Knot Hall of Fame Award!*