



TOP-RATED, PREDOMINANTLY FEMALE WEDDING DJ AGENCY  
SERVING THE NEW YORK, PHILADELPHIA, AND HUDSON VALLEY REGION

## SERVICES/RATES

Stylus is a boutique agency whose focus is on the music. Our DJs are music lovers known for their low-key, non-flashy vibe and providing our clients with a highly customizable music program. 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		
		Executive (\$\$\$)	Senior (\$\$)	Junior (\$)
<b>PEAK:</b> <i>Weddings/Milestones on Saturday, May through October, plus major holidays/holiday eves</i>				
(A)	<b>BASIC PACKAGE</b> [First 4 hours in one area]	<b>\$1650</b>	<b>\$1450</b>	<b>\$1250</b>
(B)	Additional HOURS	\$350	\$300	\$250
(C)	Additional SPEAKERS/AREAS	\$125	\$125	\$125
(D)	Early Setup/Downtime/Late Breakdown	\$100/hour	\$100/hour	\$100/hour

<b>OFF-PEAK:</b> <i>Weddings/Milestones Sunday-Friday, November, December, March and April, except major holidays/holiday eves</i>				
(A)	<b>BASIC PACKAGE</b> [First 4 hours in one area]	<b>\$1500</b>	<b>\$1300</b>	<b>\$1100</b>
(B)	Additional HOURS	\$325	\$275	\$225
(C)	Additional SPEAKERS/AREAS	\$125	\$125	\$125
(D)	Early Setup/Downtime/Late Breakdown	\$100/hour	\$100/hour	\$100/hour

<b>WINTER/CORPORATE:</b> <i>Weddings/Milestones January-February, and all other types of events, except major holidays/holiday eves</i>				
(A)	<b>BASIC PACKAGE</b> [First 4 hours in one area]	<b>\$1300</b>	<b>\$1100</b>	<b>\$900</b>
(B)	Additional HOURS	\$275	\$225	\$200
(C)	Additional SPEAKERS/AREAS	\$125	\$125	\$125
(D)	Early Setup/Downtime/Late Breakdown	\$100/hour	\$100/hour	\$100/hour

<b>Flat-Rate Travel</b>	Within DJ's Home City [NYC/PHL] NYC TO or FROM Philadelphia	FREE \$200
<b>Other Travel</b> [\$50 min.] <i>Venue is &lt; 125 miles from DJ's Home City</i>	\$1/mile round trip	
<b>Other Travel + Hotel Allowance</b> <i>Venue is &gt; 125-175 miles from DJ's Home City</i>	\$1/mile round trip + \$150	
<b>Optional Lighting</b>	Available from certain DJs - Please inquire	



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*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!*

Effective 11/11/2020 and subject to change

## 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.

**CONTRACTS** are issued digitally via Adobe Sign. Please ask for a sample version to review.

**RESERVATION/PAYMENT POLICY:** A non-refundable Reservation Fee, calculated at 30% of the minimum charge (regardless of the total cost), is required to secure the date. The remainder, the Performance Fee, is due in two installments 60 days and 30 days before the Event.

**POST-CONTRACT CHANGES:** You may contract for the Basic Package now, and add hours, speakers or other services up to 45 days before the event. The cost difference will be reflected the subsequent installments.

**CANCELLATION POLICY:** If we cancel, you will be entitled to a refund. If you cancel or reschedule for any reason, our contract clearly outlines the conditions under which refunds of the Performance Fee are possible.

**RESCHEDULING POLICY:** Weddings are our main business. Whether you book 2 months or 2 years in advance, we are promising you a certain DJ on a certain day for a certain price – it is valuable real estate.

If you must change your event date for any reason, we will do our best to accommodate. You would cancel the previous agreement and we would start fresh with a new cost estimate. If the same DJ is not available on the new date, we will present the options, and all refundable amounts may be applied to the future booking.

## FAQs

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.

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.

**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 45 days' notice.

What if our venue has an **APPROVED IN-HOUSE SOUND SYSTEM** or we are having a **MICRO-WEDDING**?

Please inquire - we offer a slight discount off the Basic Package rates.

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

Yes! This is encouraged, once a scope of work has been established, a quote has been provided, and you have reviewed a sample contract.



## PRICING EXAMPLES

### PEAK

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

Hours	Executive (\$\$\$)	Senior (\$\$)	Junior (\$)
4	1650.00	1450.00	1250.00
5	2000.00	1750.00	1500.00
6	2350.00	2050.00	1750.00

#### 3 SPEAKERS x 2 AREAS

(SEPARATE CEREMONY or COCKTAIL, fewer than 175 guests)

Hours	Executive (\$\$\$)	Senior (\$\$)	Junior (\$)
4	1775.00	1575.00	1375.00
5	2125.00	1875.00	1625.00
6	2475.00	2175.00	1875.00

#### 4 SPEAKERS x 3 AREAS

(SEPARATE CEREMONY and COCKTAIL, fewer than 175 guests)

Hours	Executive (\$\$\$)	Senior (\$\$)	Junior (\$)
4	1900.00	1700.00	1500.00
5	2250.00	2000.00	1750.00
6	2600.00	2300.00	2000.00

### WINTER/CORPORATE

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

Hours	Executive (\$\$\$)	Senior (\$\$)	Junior (\$)
4	1300.00	1100.00	900.00
5	1775.00	1525.00	1300.00
6	2050.00	1750.00	1500.00

#### 3 SPEAKERS x 2 AREAS

(SEPARATE CEREMONY or COCKTAIL, fewer than 175 guests)

Hours	Executive (\$\$\$)	Senior (\$\$)	Junior (\$)
4	1425.00	1225.00	1025.00
5	1900.00	1650.00	1425.00
6	2175.00	1875.00	1625.00

#### 4 SPEAKERS x 3 AREAS

(SEPARATE CEREMONY and COCKTAIL, fewer than 175 guests)

Hours	Executive (\$\$\$)	Senior (\$\$)	Junior (\$)
4	1550.00	1350.00	1150.00
5	2025.00	1775.00	1550.00
6	2300.00	2000.00	1750.00

### OFF-PEAK

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

Hours	Executive (\$\$\$)	Senior (\$\$)	Junior (\$)
4	1500.00	1300.00	1100.00
5	1825.00	1575.00	1325.00
6	2150.00	1850.00	1550.00

#### 3 SPEAKERS x 2 AREAS

(SEPARATE CEREMONY or COCKTAIL, fewer than 175 guests)

Hours	Executive (\$\$\$)	Senior (\$\$)	Junior (\$)
4	1625.00	1425.00	1225.00
5	1950.00	1700.00	1450.00
6	2275.00	1975.00	1675.00

#### 4 SPEAKERS x 3 AREAS

(SEPARATE CEREMONY and COCKTAIL, fewer than 175 guests)

Hours	Executive (\$\$\$)	Senior (\$\$)	Junior (\$)
4	1750.00	1550.00	1350.00
5	2075.00	1825.00	1575.00
6	2400.00	2100.00	1800.00