



## STYLUS: THE “GREAT MUSIC” DJs SERVING NEW YORK, PHILADELPHIA, THE HUDSON VALLEY AND BEYOND

Music is one element in a wedding that can truly be as unique as you are.

Whether your tastes are mainstream or offbeat, general or specific, Stylus DJs take the time to listen, to ask questions and to make suggestions while curating a custom soundtrack to one of the most important days of your life.

If the musical goal of your event is to reflect your personalities, to please your guests, to make a great dance party, or all of the above, we put the energy and focus into getting the balance right.

With Stylus, you can give as much or as little input as you like into the song selection process. Some clients have a long list of songs in mind already, while others need help and welcome our knowledge and expertise.

In any case, we don't rely on generic set lists or preconceived notions about what wedding music is “supposed” to sound like.

### WHAT SETS STYLUS DJs APART?

We are the nation's top **predominantly-female** wedding DJ agency - woman-owned and operated!

Our reliable, professional DJs keep the party flowing with **great music** - no gimmicks, over-the-top hype, earsplitting volume or excessive talking.

We are music lovers with an **amazing library** of music - if we don't already have it, we are happy to buy it.

We are **never cookie cutter** - every set is customized, even with minimal direction from the client.

You can **trust** that we will pay close attention to your Must Plays, Do Not Plays, and openness to guest requests.

Most of our clients are looking for an **alternative to the typical cheesy DJ** - someone who really “gets” them and their musical goal. For example:

- Are you a **serious music lover**? Crate digger, collector, musician, former college radio DJ? Go to concerts, follow Pitchfork lists, listen to independent radio?
- **Detail-oriented**? “Type A,” into organization and spreadsheets? Need vendors who can keep up with you and execute your vision perfectly?
- **Going against the grain**? Relative to family/guest expectations, musically, culturally or otherwise, or consciously accommodating those expectations?
- Want a **low-pressure, low-hype** vibe? Shy or uncomfortable being in the spotlight? Are you or your guests more reserved or not big dancers?
- **Unsure of what you want**? First-time wedding planner? Not a music expert? Looking for guidance? Sure of some things you don't want?

Whatever the situation, our goal is to make the music planning process seamless and stress-free. If these qualities resonate with you, please get in touch. We could be the perfect match!



*Proud to be an Offbeat Bride Featured Vendor, Winner of the 2016-2018 Wedding Wire Couples' Choice Award,  
and the 2017-2018 The Knot Best of Weddings Award!*

## SERVICES/RATES (Effective 9/11/2018 and subject to change)

Rates are based on equipment and hours needed, calculated from the time the services start to when they stop, and are tiered based on the DJ's current wedding experience. The **Basic Package** is perfect for Receptions and includes:

- 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 on a stand for speaking parts of the ceremony and/or for toasts and speeches during the reception
- 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
- Free setup in the 1-2 hour window before start time, plus breakdown within 1 hour of the end time, as long as it doesn't disrupt any other activity going on in or around the space. Otherwise, "Early Setup/Downtime/Late Breakdown" may apply
- Proof of liability insurance for your venue

What about a **Ceremony** and/or **Cocktail Hour**?

All gear should be set up and ready to go before guests arrive - we generally avoid moving speakers around during the event.

- If 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 separate rooms/areas than the Reception, 1-4 additional speakers may be needed, plus any additional hours.

	Junior Associate	Junior Associate	Junior Associate	Senior Associates	Founder
<b>DJ/Home Base</b>	Amber Lynn/PHL	Katie Rose, Jesse Perlstein/NYC	Sarah Van Buren/HUD	Alicia Mary, DJ Ceremony, Karin Fjellman, Jim Siegel, Valerie June/NYC	Jane Elizabeth/PHL
<b>Basic Package - 4-hour min. - PEAK</b> Weddings, Vow Renewals, Mitzvahs Fridays-Saturdays, April-October	\$1000	\$1000	\$1000	\$1200	\$1300
<b>Additional Hours - PEAK</b> Booked in advance or overtime - by the 1/2 hour	\$225/hour	\$225/hour	\$225/hour	\$275/hour	\$300/hour
<b>Basic Package - 4-hour min. - OFF-PEAK</b> Sundays-Thursdays, November-March (EXCEPT major holidays/holiday eves) and all other events	\$800	\$800	\$800	\$1020	\$1170
<b>Additional Hours - OFF-PEAK</b> Booked in advance or overtime - by the 1/2 hour	\$180/hour	\$180/hour	\$180/hour	\$237.50/hour	\$270/hour
<b>Additional Speakers/Areas</b> For separate Ceremony, Cocktail Hour, etc. <i>Not sure? See above, or let's talk about it!</i>	\$125 each	\$125 each	\$125 each	\$125 each	\$125 each
<b>DJ Only</b> [4-hour minimum] Using adequate in-house sound system	\$175/hour	\$200/hour	\$200/hour	\$225/hour	\$250/hour
<b>Pre-Made Mix</b> e.g., Cocktail Hour over venue sound system	\$150/hour	\$150/hour	\$150/hour	\$150/hour	\$150/hour
<b>Early Setup/Downtime/Late Breakdown</b> Due to venue request, live musicians, etc.	\$100/hour	\$100/hour	\$100/hour	\$100/hour	\$100/hour
<b>Same-Day Travel</b> Within Philadelphia	FREE	\$150	\$300	\$150	FREE
<b>Same-Day Travel</b> Within NYC (5 Boroughs)	\$150	FREE	\$150	FREE	\$150
<b>Same-Day Travel</b> [\$25 minimum] Other Destinations < 125 miles each way	\$0.75/mile round trip from Philadelphia	\$0.75/mile round trip from Brooklyn	\$0.75/mile round trip from Hudson NY	\$0.75/mile round trip from Brooklyn	\$0.75/mile round trip from Philadelphia
<b>Same-Day Travel + Accommodations</b> Other Destinations > 125 miles each way	\$0.75/mile round trip from Philadelphia + \$150	\$0.75/mile round trip from Brooklyn + \$150	\$0.75/mile round trip from Hudson NY + \$150	\$0.75/mile round trip from Brooklyn + \$150	\$0.75/mile round trip from Philadelphia + \$150
<b>Overnight Travel</b> Worldwide!	Negotiable on a case-by-case basis, but may include travel costs, hotel accommodations, meals, equipment rental, and a per diem, in addition to the DJ's regular hourly rate.				
<b>Optional Lighting Fixtures</b> Subject to availability	Up/Floor Lighting \$300 Dance Lighting \$500	N/A	N/A	Up/Floor Lighting \$600 Dance Lighting \$350	Up/Floor Lighting \$300 Dance Lighting \$500
<b>Subwoofer</b> By request and subject to ramp accessibility	\$150/each	\$150/each	\$150/each	\$150/each	\$150/each

**HOW MUCH WILL IT COST?** Please use the rate table above as a guide, and contact us for an exact quote. **DEPOSIT/PAYMENT POLICY:** 1/3 deposit to reserve the date, with the balance due the day of the event. We prefer fee-free services such as Venmo, Zelle, PayPal Friends & Family, Bank Transfer or Personal Check. A **2.9% + \$0.25 fee** is automatically added to Credit Card payments by our provider. We do not charge tax. **CONTRACTS** are issued digitally via Adobe Sign.