

SERVICES/RATES

(Effective 12/5/2018 and subject to change)

Please use this rate table as a guide, and [contact us](#) for an exact quote.

	Experience Tier	Junior	Senior	Founder
Note	DJ/Home City/Bio Link	Katie Rose/NYC Jesse Perlstein/NYC Amber Lynn/PHL Sarah Van Buren/HUD	Alicia Mary/NYC DJ Ceremony/NYC Karin Fjellman/NYC Jim Siegel/NYC Valerie June/NYC	Jane Elizabeth/PHL
(A)	BASIC PACKAGE - PEAK [4-hour min.]	\$1050	\$1250	\$1450
(C)	Additional HOURS - PEAK	\$225	\$275	\$325
(B)	BASIC PACKAGE - OFF-PEAK [4-hour min.]	\$900	\$1100	\$1300
(C)	Additional HOURS - OFF-PEAK	\$200	\$250	\$300
(D)	Additional SPEAKERS/AREAS	\$125 each		
(E)	Early Setup/Downtime/Late Breakdown	\$100/hour		
	Flat-Rate Travel	Within DJ's Home City [NYC/PHL/HUD] NYC TO or FROM Philadelphia NYC TO or FROM Hudson NY	FREE \$200 \$350	
	Other Travel [\$50 min.] Venue is < 125 miles from DJ's Home City	\$1/mile round trip		
	Other Travel + Hotel Allowance Venue is 125-175 miles from DJ's Home City	\$1/mile round trip + \$150		
	Optional Lighting	Starts at \$300 - Availability, style and pricing vary by DJ		

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
- Proof of liability insurance for your venue

(A) **PEAK Rates:** Weddings/Milestone Events on Friday or Saturday, April through October, plus major holidays/holiday eves.

(B) **OFF-PEAK Rates:** Weddings/Milestone Events Sunday-Thursday, November-March, and all other types of events, except major holidays/holiday eves.

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

(D) **Additional SPEAKERS/AREAS:** All gear should be set up and ready to go before guests arrive - we avoid moving speakers around 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 separate rooms/areas than the Reception, 1-4 additional speakers may be needed, plus any additional hours.

(E) **Early Setup/Downtime/Late Breakdown:** No charge for setup in the 1-2 hour window before the DJ's start time, or breakdown within 1 hour of the DJ's end time, as long as it doesn't disrupt any other activity going on in or around the space. Otherwise, this fee may apply.

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 is the **DIFFERENCE** between the DJs?

Rates are tiered based on the DJ's current wedding experience, so that we can accommodate a range of budget, project management and creative expectations.

If you let us know the important factors to you in hiring a DJ, we can suggest the best match for you.

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.

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CONTRACTS are issued digitally via Adobe Sign - please [contact us](#) for a sample version.

DEPOSIT/PAYMENT POLICY: Approximately 1/3 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 the event, via Check, Cash or Venmo only.

BOOKING TEAM: Jane and Jennifer **EMAIL:** stylusdjnyc@gmail.com

MAILING ADDRESS: PO Box 286530 New York, NY 10128 **PHYSICAL LOCATION:** Fishtown, Philadelphia, PA 19125



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.

WHY CHOOSE STYLUS?

We are the nation's top **predominantly-female** wedding DJ agency - 100% 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 a **diverse digital library** - 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 2016-2019 WeddingWire Couples' Choice Award,
and the 2017-2019 The Knot Best of Weddings Award!*

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