



**How To Search For  
The Proper Wedding DJ  
by Evan Nine  
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## **Your Search Begins**

Congratulations! You're planning a wedding. You've taken care of the venue, photographer, menu, decorator, cake, dress, dishes, centre pieces, kitchen sink. Ok, maybe not the sink, but you've thought of everything right? Oh wait, we forgot to book a DJ! Now what? I don't know how to book a DJ. What questions should I ask? Are there things I should look for? What makes one DJ better than another? No more worries, I am here to help and I've compiled these notes to answer some of your most frequently asked questions – as well as a couple of thoughts to consider when hiring a DJ for that big event. With experience performing at thousands of weddings, many public and private events, and countless other gigs, I have taken different scenarios and situations and written from both points of view. By interviewing other DJs and wedding professionals, I hope to gain different perspectives and learn different pitfalls and mistakes made. It's true that you should learn from the mistakes of others, you'll never have the time (or the desire) to make them all yourself. You will see behind the conversations and get a glimpse of what is happening inside the heads of both parties. In order to do this effectively, I spoke to a dozen or so fellow DJs and interviewed them the way I would interview any potential service provider. What I found was a common theme and set of questions. What I also found was that there were two very different customer mindsets going into the selection process. Some people select their DJ based solely on price – others select by competency. On the DJ side, there are some who compete based on price alone, and some who sell their services on a platform of value. These value-driven DJs help the customer to understand why price should never be a deciding factor and make sure that price is always secondary in the selection process. I am a firm believer that any service goes deeper than money. There are plenty of price points and there are plenty of skill sets out there. The idea is to find the one that suits your needs. Not everyone wants a Cadillac, that's why GM also builds a Cavalier and a Camaro. They understand that different people have different needs and one size does not fit all. This applies to the DJ world too. I am here to help you navigate the terrain and make the selection that will give you the value, service, and peace of mind you desire. I wanted to start with the most frequently asked question, "How much does it cost?", but I thought I would save that question for last. I am hoping that by the time you are done reading this, that question is of little concern and you will be basing your decision on the many other factors involved with choosing the right DJ for your special function. By compiling a list of the questions that I have been asked most, I have picked out what I believe to be some of the most important criteria for narrowing down the selection of what can be an overwhelming, daunting task.

## **Old School Technology**

The first wedding I ever did was where I hooked up a cassette player and mixed some of their requested songs into the mix. I did a good job of keeping my lists hidden so I didn't look like an amateur. Back in the early days it was easy to hide cheat sheets. I had paper copies of all correspondence and binders of pages that listed my music by CD number and artist. I always laid out two or three CDs in front of the CD deck they were to play from. This helped me stay ahead of the game in case I came across a song I had trouble finding. It was an early night, and by ten o'clock I was packing up and getting ready to head home. I had DJ'd my first wedding successfully. The bride and groom made sure to tell me how extremely happy they were with my performance and slipped me a \$20 tip. As I loaded my last speaker into my vehicle, I thought I should go back inside to make sure I didn't forget anything. It's a good thing I did. As I made my way down the long hall I was approached by a man and woman who had danced feverishly most of the night. "That was an awesome job you did tonight." the kind gentleman stated. "My son is getting married in two weeks and his DJ just cancelled on him last minute. We're having a heck of a time finding a replacement. Are you available?" Here I was just finishing my very first event and I'm getting asked to do another wedding! Sure, I worked a full-time job, but I could always use a little extra money in my pocket. I agreed to take the job and I cleared it with my new boss. Of course he liked the idea. He could charge \$500 for a day and pay me \$200. What's not to like? It was the following Tuesday when I got a call from my neighbor. "Hey man, how would you like to do a party this weekend for me? It's an outdoor event at some pretty nice house." I took the gig. Another new experience. They were all new experiences at this stage! Another Saturday came and I was loading up the truck. I drove the forty minute drive to the address I was given and turned into the half-mile long driveway. The grounds looked like a country club. To the left was a small orchard; to the right were three ponds. One of the ponds had paddle boats and canoes and there was a tennis court and a huge tent.

I pulled up to the massive log cabin style home and got out of my truck. A young man with long straight hair and a bushy beard waved me back to the guest house. It was bigger than my house. They were trying to find three hundred feet of extension cord so they could get power for the DJ down to the tent. But the fifty-foot cord I brought with me was just enough to get the job done. Inside the tent, it had a 20 x 20 dance floor, club lighting, and a buffet table about thirty feet long. As it turns out, there were three siblings who got together every year at their parent's house to have a big party. This year it was Emma's turn to organize. Though she didn't look much more than 25, she was a lawyer in the big city. What a great, fun, down to Earth family they were. The theme was the eighties, a genre I loved, and I knew I could accommodate them. Their guests arrived on a bus specifically rented for the event. The food was amazing, and they partied until 1am, a full hour past my designated quitting time. Although I was only scheduled until midnight, I had such a fun time that I had no problem working overtime for free. I packed up my gear and went over for one last goodbye. All three siblings shook my hand and handed me a \$50 bill. They treated me like a king all day long and tipped me like one at the end. I could really get used to this. Two events, two successes, two tips.

### **Tipping**

While tipping is optional and very much appreciated, it is not necessary. A kind word or a referral can go just as far. That being said, I will never turn down a tip or argue over one. My third event was the wedding for the couple that saw me at my first event. As much as I hate to use the words standard or typical to describe a wedding, that's what it was. Another wedding, another success, another tip, another referral. Apparently I was pretty good at this DJ. I had a string of successful events under my belt and already two referrals. So what could possibly go wrong?

### **Booked on the Spot**

I soon met a happy couple at a bridal show. I was playing the music for the fashion show portion and was a featured vendor. I was approached directly after the fashion show ended and proceeded to do an impromptu consultation. This is very typical at a bridal show, by the way, and I encourage you to take advantage of these kinds of events when looking for a DJ. An impromptu interview can really help you get a feel for how the DJ will respond under different circumstances. A social environment is a DJ's natural habitat: plenty of people, movement, music, and opportunity. Getting a feel for how your DJ works a crowd will generally give you an idea of how they will present themselves at your event. Seeing them at a fashion show will also give you a sense of how they mix music, conduct themselves on a microphone, and how they interact with the crowd. This is similar to getting a free audition. So this happy couple books me on the spot. Wouldn't you know it, I happened to have contracts ready to be signed and they happened to have a check book at the ready. We discussed a few details and built a foundation playlist for the event. The wedding was still six months away and I knew that we would have at least two more consultations between now and then. At the first in house consultation, we hammered out most of the details. There was still three months until the wedding but most of the planning was already done. We agreed to meet again three weeks before the wedding and finalize everything. The following week, I get a phone call from the bride to be, Shannon. Her fiancé, Matt, fell off a thirty-foot roof and broke his back, his elbow, and some of his ribs. This changed everything. The wedding might have to be rescheduled or called off for the year. It became a waiting game. Both of us put the wedding on the back burner, more concerned with the groom and his health. Three weeks later and I get another call. Matt has decided that he wants to proceed with the wedding as planned. He was now in a wheelchair and some changes would need to be made. Although he knew that he would be able to walk and stand for short periods of time by his wedding day, he didn't know if he would be able to dance the entire three minutes, thirty-six seconds of their chosen wedding song. We developed a signal. He would wave his right hand up if his legs were weak and the best man would move in with a wheelchair. I assured him that I would keep an eye on him at all times and make sure to fade into the next song if he waved as if to signal that the song had finished and he made it until the end. Come the magic moment, Matt managed to stand the entire dance. He even had enough strength to take a bow and walk off the dance floor unassisted. It was amazing to watch him persevere through the pain.

## Horror Story

This is the good side of the story, but there is a flip side. When Matt was in the hospital, his fiancé preoccupied with his care, Matt's mother decided to step in and take over some of the planning responsibilities. Noble gesture, undesirable motive. You see, Matt's mother had decided that she didn't like the way Shannon had done some things. After all, this was her son's day. Matt's philosophy was, like many grooms; just tell him what time to be there and what he's wearing and the rest can be up to the bride-to-be. However, many women have spent years planning their weddings, some since childhood. While guys, have usually spent years thinking about a bachelor party. When the big day arrived, Shannon was not pleased (to say the least) with some of the changes that had been made without her consent. It was 4:00pm. The ceremony had been over for a mere thirty minutes and we were beginning to serve antipasto for those hanging around between the ceremony and dinner. The silence was suddenly broken by the sound of women screaming in an argument: "How could you make this change when you know that's what I wanted?" yelled Shannon. "This isn't about you, this is my son's day, not yours." Matt's mother replied. There were about forty guests in the room at the time. The hall manager was now in tears, and the rest of us were stunned by the turn of events. Matt's mother had completely taken over and her tirade affected everyone in her path. She was now coming for me. "I want only Italian waltzes to be played," she demanded. "I'm sorry ma'am but at the request of the bride and groom, they will be intermixed with upbeat, top 40s music," I replied calmly. "I'll see to it that you don't get paid and you never work again," She threatened. **Note:** A word of advice. If you threaten to not pay a DJ while there is still work to do, expect to get your money's worth. Threats are the worst way to get what you want. Try being nice and polite, it really does work. I consulted with the bride and groom and we confirmed the original plan was still in effect. I always consult with the people who that hired me, they are my customer, and everyone else is their guest. In all of my events, I have never seen another mother completely dominate and take over an event like this one. By midnight, Matt and Shannon had left. Citing Matt's pain as the reason, I could clearly tell that it wasn't his physical pain that was affecting him - it was the mental anguish his mother had caused. I was sure the newlyweds would now spend their first night as a married couple together not in bliss, but in turmoil. For every horror story there is about a DJ, there is also one about a bride, groom, mother-in-law, bridezilla, etc. I would like you to go to YouTube.com and search for the world's worst DJ. Sit back, relax and enjoy the show. Just watch a few of those videos and you really get a feel for just how bad a DJ can be. Sometimes, a guest can ruin a night as well but we're not here to talk about that. We're here to make sure you get the best DJ for your event. People try and scare me with horror stories all the time. I have witnessed enough horrors to never need another one! I could tell you about the time I watched a bride throw the entire wedding cake at her new husband, storm out of the reception and not come back. I could tell you about the groomsman who got so drunk, he threw up on the bride's grandmother. I could tell you about the maid of honor and another bridesmaid getting into a fist fight at the reception. There is also the story of the drunk girl who ruined her friend's wedding by demanding her car keys. She proceeded to call the police to report her car stolen only to have the police show up, arrest her for being drunk in public, and then shut down the reception for selling liquor on an unlicensed property. The bride's parents ended up talking themselves out of a \$5000 fine. This was their reward for hosting the wedding on their farm. One of my favorite stories is the one where the DJ got so drunk that he passed out under his table. One of the guests had to move him out of the way and take over.

**Note:** There is always a DJ in the house, always. In all of the events I have done, be it a wedding, buck-n-doe, club, private party, etc. There has always been another DJ in the house. They always make sure to mention it while they proceed to tell you what to play next. I will never cease to be amazed at how all of these awesome DJs are never working on a Saturday night. There are some that I see all the time. Good DJs work on Saturday nights; bad DJs hang out and bug the working ones.

## **Happy Story**

I have also seen some of the very best people have to offer. I have seen some of the funniest gags, cried at some of the most touching speeches, and listened to some of the most moving tributes. I have eaten the same meal 15 Saturdays in a row at the same venue from the same caterer. The only difference was the company. I once worked at a venue that has 56 conference rooms. It was “nothing” to have five or six weddings happening on any given Saturday night. We were rocking away, having an awesome time when I started to notice a trickle of people entering the room that I didn't recognize. I went into the hallway to see what was going on. It turns out that DJ in the other room was struggling to get in a groove and hit the right songs. While he fumbled through the evening, his crowd began to gather in the hallway. They began to take notice of how well our party was going so they then decided to try and blend in with my crowd and enjoy the party. It took some time for the bride and groom to notice but they were cool with it. The bar was cash only so the venue didn't care either way. They were getting paid.

## **My Own Company**

A good DJ will entertain the crowd; a bad DJ will evacuate the crowd. In 1980, I started my own DJ company. I bought all of the equipment, latest technology lights, and music library of my own. It set me back close to \$10k but I was ready to go on my own. But there is more to running a business than just knowing how to DJ as I soon learned. For example, I had always been privy to information but I had never done an actual consultation. I had an idea of pricing but I didn't know how to scale mine. I didn't know how to make and close sales. But hey, I figured out the DJ aspect of it quickly, I could figure the rest out as I go. Right? Now, it was my reputation on the line. It was my gear to worry about when some drunk spilled their beer. When someone was angry, it was all on my shoulders.

## **The Types of DJs to Avoid**

### **The Showman**

I have seen all kinds of DJs. I know of one guy who makes it a point to sing as many songs as he can at every wedding. Even though it's the bride and groom's special day, he wants to be front and centre. **How to spot him:** He'll be the guy that only talks about himself during consultations. He'll talk about his karaoke business and how he does Elvis impersonations on the side. He takes every concern you have and assures you that he can out sing them if they arise.

### **The Auctioneer**

The auctioneer is always on the microphone. He doesn't care if it's appropriate or not, he just loves to hear himself talk. **How to spot him:** You can't get a word in edge wise when you meet.

### **The Comedian**

He spends the night telling jokes. He'll even lower the music volume just to make sure you can hear him. **How to spot him:** He tells jokes at inappropriate times. He deflects serious concerns in a joking manner.

### **The Wino**

He'll be the one that passes out behind his booth. **How to spot him:** He asks if his booze is free. Offers to discount his price for free booze.

### **The Desperado**

He's so concerned that you won't hire him that he'll do anything to land the gig. **How to spot him:** His first sentence is about lowering his price.

## **What to Look for in a DJ**

You should feel comfortable with your DJ right away. You should be familiar with that vibe, connection you get with certain people; that is your intuition talking, start listening.

When I sell my DJ services I don't sell based on price or even music. What I offer is peace of mind. I offer a guarantee that your event will be what you wanted, how you want it, and will go as smoothly as possible as I can. Remember, confidence without arrogance. Personable and trustworthy. You should be able to trust your DJ with any aspect of his/her job. If you can't establish trust then you need to move on. After most of my gigs are over, I tend to remain friends and stay in touch with most of my clients. I built my business on these personal relationships and it is still how I get most of my work. As a result, my past clients are more than happy to recommend me to their friends. Ask for recommendations from your own friends too.

Also, make sure to look for contracts or other official business papers. Any legitimate business uses contracts.

## **The DJ's Role in Planning**

The DJ is typically the only vendor who will be there all day. We are there before the ceremony, during the cocktail hour and until the last guest leaves. I like to be involved and kept informed about all the planning that I am directly or indirectly involved in. For example, I like to know the timeline for the entire wedding day. After all, I will be playing a certain piece of music to highlight every different event and I take an active role and offer my advice whenever needed or requested. I am a very hands-on, helpful guy. I have helped clients set up the hall, held down arbores on windy days, heck, I've even gone to the drug store to buy personal products for a panicky bride. Every DJ will be different, but from my experience, most DJs are more than willing to be helpful.

## **Top Questions to Ask Your Potential DJ**

### **What kind of music do you have/play?**

Any professional DJ should have all the best hits from every genre of music. Unless you are looking for one specific genre only, steer clear of any DJ that doesn't. Like most DJs, I buy music from a DJ supply company that specializes in putting together multiple hits CDs. There are three major suppliers in The US and I have used all three; Prime Cuts, Promo Only, and RPM are the big names in music distribution for professionals. They are subscriber-based and pay all the licensing and royalty fees on behalf of the DJ or radio station. These companies also make sure that the music is edited professionally to meet radio standards for profanity. I am a firm believer that at any event where there is going to be all ages, edited music is a must. Just because you and your friends like to sing along with the cursing doesn't mean that your new husband's grandmother will appreciate it. And don't forget about your 6-year-old niece that you hoped would be in bed by 9:00pm but is still in attendance.

**Client's Point of View:** I hope this guy has more than just rap music. That DJ at Sue and Jeff's wedding played nothing but rap. My parents were not happy; they really love their country music.

**DJ's Point of View:** I hope they don't pigeon hole me. Nothing I hate worse than getting trapped in one genre of music. In my experience, it is very rare to have any kind of event where only one genre of music is played. Even elementary school students are requesting more classic rock tunes at their dances.

Try to find out if the DJ is using a licensed library. If they are not, there is a chance that your wedding could be unceremoniously shut down. The police have more power than ever to prosecute illegal music. That being said, I think you would be hard pressed to find a cop that would shut down a party over this. I would like to think that most police officers would let the party play out and make the bust at the end of the night. Never underestimate an angry cop having a bad day though.

## **Do you play requests?**

Of course I play requests, if they are reasonable. I know that the new Lil' Wayne track is your current favorite but that doesn't mean that it is wedding appropriate. Yes, I will play *Shout* and *Old Time Rock and Roll* and *YMCA* and the *Chicken Dance*, give me time. Please don't ask if your song will be next. As a DJ we try to play songs that flow and keep the dance floor going strong. That is our job. If your song doesn't fit into what we're doing at the moment or where we're headed with the music, that doesn't mean we're not going to play it. It just means that you have to exercise some patience. All requests from the bride and groom will get preferential treatment. After all, they are the reason everyone is there.

**Note:** If you must have your song played immediately, write it down on a paper bill - the higher the denomination, the higher your chances of being next in line.

**Another Note:** For the ladies: now, I'm not sure what other service provider you find it appropriate to use the "boob rub" tactic on but it is only effective on desperate DJs. If I tried to go up to a female DJ and rub my genitals on her to get my song played, I would be arrested on charges and probably put in jail. I always recommend that the bride and groom submit a list of 10 "must play" songs, 10 "play if you can songs", of course, "do not play" songs. This gives the DJ a starting point for the evening. Any good DJ will be able to read the crowd and adjust accordingly thereafter. Please, since you are hiring a DJ, don't turn them into a human juke box. I had one client give me a list of songs in the order that they wanted them to be played. They also gave strict orders for any requests to be cleared by the bride or groom. After about twenty minutes and twenty request approvals, they gave in and told me to play what I found acceptable. Suddenly the dance floor was hopping again.

**DJ's Point of View:** Why hire me when you can just drop quarters in a juke box all night? What you are doing essentially is renting equipment at an inflated price. Trust in the professional you are hiring. You wouldn't hire a plumber just to get some pipes; you wouldn't hire a carpenter just to use his hammer, so why would you hire a DJ just to push play? I have also been given some very obscure requests like *Do they know it's Christmas* by Band-Aid that had the crowd in a hysterical state of bliss while singing along. There will be songs like this and there will be times when you really know your crowd. I can appreciate that. All I ask is for a little freedom to do what you pay me to do.

## **Can I meet the DJ before the event?**

The easy answer to this question should always be yes. I recommend that you meet with more than one DJ before you make the decision. You want to make sure that your DJ of choice matches the personality that you are looking for. Another key point is to make sure your potential DJ does more listening than talking. You want to be heard and you want your ideas to matter. Please keep in mind that while it is your event, chances are, your DJ has a lot of experience and his advice should be heeded. Experience is a great teacher. Your first meeting should be a get-to-know-you process to see if you are a good fit for each other. Yes, I have turned down events because they were not right for me. The DJ is getting to know you as well. The conversation should be about give and take; both parties should offer ideas and suggestions and both parties should listen accordingly. If you get any bad vibes about your potential hire, leave. There is no reason to waste any more of your time. It is much like finding the right dentist or surgeon, you want to make sure things will go well and be painless. One of the biggest complaints I hear is that other DJs didn't listen and therefore, the event didn't go as planned. This is exactly why the getting to know you process is so important.

**Note:** DJs try their best to be interested in all of your questions, and understands that this is your first time planning a wedding. If we look even the slightest disinterested, it's probably because we've done this a hundred times or more and the same questions get old. I'm trying to explain this to you in the most honest way possible. Think about those one or two questions that someone asks you at work every day that you now assume are just a given – that's how we feel about some of the questions we hear.

### **Does your price include consultations?**

The answer should be yes. I advise and include consultations: about 1 month prior to the event and another 2 weeks prior. E-mail correspondence is an excellent way to exchange information without the need to schedule meetings. That being said, please don't assume that just because you sent an e-mail or left a voice mail that we got it. Please make sure we respond before going ahead with any changes that would alter our agreement.

### **Will you be dressed accordingly?**

Yes is the only answer here again. Your DJ should wear a tuxedo to a wedding, I am comfortable with a nicely pressed shirt and tie, but I feel that the tuxedo is the only form of attire. I never want to try and upstage the wedding party, but never want to look out of place either. I always ask about the color scheme or theme of the event. The last thing I want is to match the groomsman or bridesmaids. I don't mind being confused with the kitchen help, serving staff, parking attendant, and any other service, but never the wedding party.

**DJ's Point of View:** Yes, I will dress nicely and be sure to shave that day too. My business relies on word of mouth and referrals, so of course I'm going to look good.

### **Will you take care of MC duties?**

I always end up the MC whether I have been contracted or not. It would seem that most MCs end up with a case of stage fright, the inability to be there when needed, or drunk. In almost every case, I have been there to carry on. I make sure I am prepared because experience tells me it will happen.

Make sure that you can understand the DJ and they speak clearly during the consultation. I mean, if you can't understand them in the office, a microphone and volume is not going to help that.

### **What is your style?**

I get asked this all the time and I never really have understood the question. My style is whatever you need it to be for your event. I am not going to go into your wedding ready to drop four hours of techno or drum and bass music. And, I also wouldn't go into a club and play my wedding set. While some DJs are specialists and stick to one genre, most are pretty diverse. I would recommend hiring a DJ that specializes in weddings for your wedding and one that specializes in club music for your club – DJs that are event-specific. Weddings are so different from any other kind of event a DJ will work. You only get one chance to make it right at a wedding. If you screw up, it's a big deal. You are messing with the biggest day in some people's lives. Your DJ should act accordingly.

### **Can I see you in action before I book you?**

There is no simple answer here. How would you feel if I invited a few couples to your wedding to see me in action? That seems rather inappropriate to me. If you come and see me at the club, that's not exactly what you'll be getting at your wedding - that would be like watching a finish carpenter do framing work. Sure it's wood working, but not quite the same. For the ladies, it would be like watching one of the best fashion designers in the world design clothes for cats. Not the same thing as designing for runway models. This is where modern technology can be a godsend. You may not be able to see me in action personally but if you check out my web page, that should give you an idea of how I operate. Many DJs have a promotional video that they hand out at bridal and wedding shows. This is an excellent idea.

**Note:** Keep in mind that all of these videos will be edited to show only the best content. Any and all gaffes will be left on the cutting room floor.

### **Do you have references?**

Yes, yes, and yes. I always solicit references and testimonials. I would be very appreciative for a glowing testimonial after the completion of your event too. Many DJs have a testimonials page on their website. Google is another great source of references. You should always "google" your DJ before you meet them. Sites like [www.theknot.com](http://www.theknot.com) and [www.yelp.com](http://www.yelp.com) are also great sites for reviews. **Note:** Keep in mind that, like videos, bad testimonials are cast aside and only glowing testimonials are kept. If you thought that your DJ did a good job and you enjoyed their services, please pass on a testimonial and a little thank you note. Remember that testimonials helped sway you to become a client.

Also, the best way to tell your DJ that they were appreciated is to refer them to someone else. A strong testimonial from a trusted friend is one of the greatest trust builders in business.



### **Do you have professional equipment?**

Yes. There is no other answer. Unless you are having a huge event and I need to rent some extra gear to cover it, I have all the gear I need. I have seen DJs try to do weddings with their home stereo and it never turns out well. That 15 gazillion watt amp and speakers that you bought from Radio Shack are not going to cut it, sorry. Professionals use professional grade equipment, period. If I showed up to build your house with a bucket of sand toys, you would probably send me packing. The same goes for a DJ.

**Note:** Always ask if they carry back up gear with them. My set-up is laptop-based, but I always carry a spare computer, loaded with enough songs to get me through the event should anything happen. I also carry a back-up powered speaker and spare mixer in the truck. Should anything happen, and I need to swap out a piece of gear, it should take less than 10 minutes. I worked one wedding where the town had scheduled a transformer to be shut down right in the middle of the event. The hall manager rented a generator so we could continue the evening. I planned that a half an hour before the power was set to go out, I would shut down my system, unplug, switch over to generator power, and be back up and running in three minutes. It was a very ambitious timeline and we were back up and running in two minutes. Most of the guests had no idea that anything out of the ordinary had even happened. Although it's not the DJs responsibility, we tend to make it our mission to prevent, cover up, or hide any mishaps. We are well schooled in how to make things look like they are running smooth even when they aren't. That is what experience brings: the ability to foresee problems and prevent them before they even become a problem.

### **And here comes the \$64 million-dollar question...**

#### ***The \$64 Million-Dollar Question: How much do you cost?***

Every Event is different but my prices start at just \$495.00 for the basic package which includes 4 hours of DJ/MC. I do have add-on's which include lights shows, uplighting, custom animated laser monograms, and a few other different things to spice up your special day.

#### ***In closing:***

Never ever ask your DJ right away, how much do you charge for 4 hours. It is like going to a car dealership and asking how much is that car over there. You have no idea what is under the hood and have no idea what you are getting for your money. Let your DJ build the value and see what he is giving you first before you see what it will cost you.

Thank you for your time and I hope that this comprehensive guide will help you in your decision on whomever you may choose to entertain on your very special day.

*Evan Nine*

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