



**Smilestones DJ Services**  
[www.smilestonesdj.com](http://www.smilestonesdj.com)  
[www.facebook.com/smilestonesdj](https://www.facebook.com/smilestonesdj)

**Kevin Summers**  
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 text or call: (513) 461-2345

Questions to ask a DJ before you buy	The Smilestones DJ Services answer from Kevin Summers
Are you available on my wedding or party date? If so, how can I hold the date?	I will let you know immediately if I'm available, and if so, place a soft hold on your date for a short time to give us time to talk. For weddings, I'll hold your date with a modest down payment of \$100 and a signed contract. For parties and events, just say GO!
Can you provide services at my wedding reception and/or ceremony venue(s)?	My goal is to deliver service the way you want, where you want. I'll be flexible to meet the needs of your venue. I want to see your venue and talk with a representative to review logistics with them to understand how best I can setup for your event.. I serve the greater Cincinnati area without any special travel fees. In addition, I'll coordinate with the venue staff and other vendors on the night of to ensure a seamless event!
How will you customize the music experience for us?	During our consultation(s), I'll quiz you on your music style and genre preferences. I want to know about your must-play and do-not-play songs. For weddings, we'll also discuss song selections for special segments such as cake cutting, wedding party intro, etc.
Who will actually be delivering the DJ and emcee services?	Some organizations have a front person who sells to you, but send another DJ to your event. Others may subcontract to another DJ. With Smilestones, you get me, Kevin!
What happens in the event of an equipment failure or other issue?	Everything including the music source, speakers, cables, etc. have redundancy or backup in case of a problem. This is also true for the DJ – a professional DJ colleague will be on call in case I have an unforeseen emergency that prevents me from your event
Do you play requests from my guests?	I certainly can! This will be discussed with you beforehand in a consultation so that I'm clear what you prefer. You may like to nominate a friend or family member to give approval to screen requests. Or, you may prefer a "stick-to-the-playlist" format
How outgoing are you on the microphone? Are you constantly talking, do we hardly ever hear from you, or in between?	Some DJ's showboat and you might feel that it's their party instead of your event or wedding reception. Others may hide behind the booth and be afraid of the mic. I want you to decide how outgoing I will be... regardless, I am clear that this is YOUR special day!
What is your professional experience as a DJ and emcee? Can I see videos to get a peek of you in action?	I have been providing DJ and audio services for events and parties for many years and have professional speaking and event experience. Wedding services began a couple years ago. I have sample videos posted on my website and social media!



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How many weddings do you do in an average weekend?	I will only do one wedding or event per day, to stay fresh and focused. Often I will only do one event per weekend
Do you offer lighting, and how much does it cost? What about speciality items like uplighting, fog machines, video screens, etc.?	Dance floor lights and up to 10 uplights in the color(s) of your choice are included in my regular pricing. If you want more, or any specialty party items, we can discuss what you need and determine the extra costs to make it happen
Do you provide wireless microphones?	Yes. I have wireless and wired mics for emceeing, toasts, wedding ceremony, etc.
Do you offer any other non-DJ services such as videography or photobooth?	No. My core service and focus is to provide the soundtrack to your wedding or party, serve as emcee, and coordinate with other vendors as needed to bring your vision to life
Do you have references from prior clients?	Yes, client quotes and reviews are posted on my website and Facebook page
Can you help me select music for my _____? (bridal party introduction, father-daughter dance, bouquet toss, etc.)	Yes! I love to help select the perfect spotlight song(s) or others after getting to know my clients. I can also help you build a mix for a surprise dance
How extensive is your music library, and which genres can you cover?	My music library is very extensive, ranging from the newest top 40 pop to old school classics. I cover mainstream genres including pop, rock, hip hop, R&B, EDM, country and can play other genres that my client requests. I enjoy learning about and getting new music as much as playing the familiar hits
I want dancing at my reception. What do you do if no one is dancing?	Every reception and crowd is different. I will read the crowd and factor in what info you give me on your guests, then play the music to get them up on their feet – and keep them there. This could mean playing a throwback jam, line dance, or group sing-a-long. I might prompt the crowd to come join you on the dancefloor. If you want a highly-engaged DJ, I may start a game such as a dance-off. I also have a few secret weapons, such as a conga line/train. If a song isn't working and people stop dancing, I'll move on instead of letting it play



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How do you keep sound levels acceptable?	I find that most clients want to strike a balance between having great sounding audio, and giving their guests the ability to enjoy conversation without shouting, especially at weddings. I create this balance by placing the speakers high for optimal and consistent sound that fills the room without blasting anyone, walking the room myself to gauge sound level, and watching guests for cues (too loud or not loud enough)
What do you wear to my event or wedding?	I will dress according to your preference. Typically I dress nice and in accordance with the event so that I don't stand out but look professional. Nothing tacky or flashy
What information do you need from me before the event, party or wedding?	I will sit with you in person or speak with you over the phone for a consultation. We will review everything: what you envision for the perfect event, any signature moments or games you want, your music preferences, basic time line, etc. As the event gets closer, we will be in touch on final details such as song selections. An additional consultation will be required weddings, but typically we can work out details for parties over text or phone
What do you require at the venue?	Only requirement is electricity for audio equipment. A small dance floor area is typically provided by the venue. Not required but appreciated is a meal if dinner is being served, and a wifi connection (for playing uncommon song requests from the Internet)
Do you require anything other than payment?	I will ask you for a testimonial and review after the event, in written or video format
Do you set up a sign or banner with your equipment?	No. This is your event, and not an advertising opportunity for my business. However I will have business cards discreetly available at my booth
How much time do you need for equipment setup and breakdown after the event?	This depends on the complexity. For parties and events I prefer 2 hours before the event start time for setup and sound check, and then 1.5 hour after for breakdown. Weddings require a little more setup time especially when there are multiple audio zones.
Do you bring anyone with you?	Usually no. I may bring an assistant if the event is complex or very large



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How does pricing work? Are there different price rates or packages, and are there any minimums?	I like to keep things clear and simple for my clients. My standard price for wedding receptions/ceremonies is \$200/hour, and \$100 for parties and events. I can accommodate up to about 300 guests comfortably. Equipment setup/breakdown and travel is included at no charge. I will quote additional pricing for specialty requests. Down payment required to book and hold the date is \$100
What is included, and not included, in the hourly rate? Am I charged for setup time?	Included is all music, song requests, audio equipment, dance lights, 8 uplights, emcee services (hosting/announcements), travel within greater Cincinnati, and setup/breakdown time. No hidden charges for my standard service!
How much would you charge for overtime?	Typical overtime price is \$50 per 30 minutes, unless otherwise noted
What's your refund/cancellation policy?	The client may cancel at any time. Down payment is non-refundable
What kind of payment would you accept?	I accept almost anything: cash, check, Zelle, Venmo, PayPal, credit card
When is payment due?	Down-payment is due within 48 hours of contract signing. Full payment is due within 24 hours of the event conclusion
How do you stay current on your music?	I listen to new music through sources such as Spotify and Sirius XM radio. I attend concerts and music festivals to check out new music and artists: Bunbury, U-Bahn, Electric Forest, etc. I also stay connected to other DJ friends
Why should I choose you as our wedding DJ?	Your wedding is one of the most important events in your life. It's important for you to feel a genuine fit with each vendor that you work with. I offer a fun, professional, and highly-customized experience. If you feel this fits your needs and expectations, I would love to work with you to deliver the perfect soundtrack to your milestone!