



Smilestones DJ Services, LLC

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Kevin Summers

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QUESTIONS TO ASK A WEDDING DJ

Questions to ask a DJ before you buy	The Smilestones DJ Services answer from Kevin Summers
Are you available on my wedding 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. I'll officially hold your date with a modest down payment of \$100 and a signed contract.
Can you provide services at my wedding reception venue and/or ceremony venue?	My goal is to deliver service the way you want, where you want. 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'll coordinate with the venue staff and other vendors on your big night 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 -- and what vibe you'd like to achieve. We'll discuss your song selections for special segments such as your ceremony songs, wedding party intro, first dance, etc. I want to know about your must-play and any do-not-play songs, and also any songs special to your friends or family!
Who will actually be delivering the DJ and emcee services?	Some organizations have a front person who sells to you, but then send another DJ to your event. Others may subcontract to another DJ that you haven't met. With Smilestones, you get me, Kevin!
What happens in the event of an equipment failure, DJ emergency, or other issue?	Everything including the music source, speakers, cables, mics, 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 our 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 to stick to your playlist.
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 act like it's their party instead of your wedding reception. Others may hide behind the booth and be afraid of the mic. I strike a balance in the middle: I'm clear this is YOUR special day, but also that you hired a DJ/emcee to deliver announcements and facilitate the activities to keep the evening flowing.



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What is your professional experience as a DJ and emcee? Can I see videos to get a peek of you in action?	I've been providing DJ services for events and parties for decades, and have many years of professional speaking and event experience. I have sample videos and reviews posted on my website and social media for you to review. Let me know if you want to see something specific.
How many weddings or events do you DJ in a 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 options, and how much does it cost? What about speciality items like uplighting and custom monograms?	Dance floor lights are included in my base service. I offer uplights and custom monograms for an additional fee. If you want other options, we can discuss what you need and determine how to make it happen!
Do you provide wireless microphones?	Yes. I have wireless mics for 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 your emcee, and coordinate with other vendors to provide flow and bring your vision to life -- to have the perfect milestone event! Other non-DJ services would distract from that.
Do you have references from prior clients?	Yes, client quotes and reviews are posted on my website, Facebook page, and Google. I can provide reference contacts upon request.
Can you help me select music for my parent dance, ceremony, introduction, or other special moment?	Yes! I love to help my clients find the perfect song after getting to know them a bit. I can provide lists of suggestions for any segment, for example Father-Daughter dance. I can also help you make a song mix for a surprise dance or intro.
How extensive is your music library, and which genres can you cover?	My music library is extensive with thousands of songs ranging from the newest top hits to old school classics. I cover mainstream genres including pop, rock, country, hip hop, R&B, EDM, and can play other genres that my clients request. All of my music is clean / non-explicit. I enjoy learning about and getting new music as much as playing the familiar hits. I purchase new music to add to my collection weekly. In the event that my client wants requests to be accepted, and I get a request for a song that I don't have in my collection, I can typically play from the Internet using a streaming service.



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I want dancing at my reception. What do you do if no one is dancing?	Every reception and group is different. I'll read the crowd and factor in what you tell me about 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 us on the dancefloor for a group photo. I might start a conga line. If a song isn't working and people stop dancing, I'll move on instead of letting it play out.
How do you keep sound levels acceptable?	Most clients want to strike a balance between having great sounding audio, and giving their guests the ability to enjoy conversation without shouting. 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. I want to dress nice, in accordance with the event, so that I look professional but don't stand out. Typically I'll wear a vest and tie, and will wear a suit or tux if my client prefers. I never dress too tacky or flashy.
What information do you need from me before the wedding?	I will sit with you in person or speak with you over the phone for an initial consultation where we outline the basics of your vision and how I can help. As the big day gets closer, usually 4-6 weeks out, I will lead you through a detailed consultation where we review everything: wedding party and VIPs, timeline, any signature moments or games you want, your music preferences, etc. During the process I am typically emailing or texting with my clients about details when they change or if a must-play song pops in their head!
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 requests from the Internet).
Do you require anything after the wedding?	I will ask you for a review/recommendation after the event.
Do you set up a large sign or banner with your equipment?	This is your event, and not an advertising opportunity for my business. I'll have business cards discreetly available at my booth and have my company logo on my laptop -- that is all.



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How much time do you need for equipment setup and breakdown?	This depends on the complexity and amount of audio service zones; generally 2-3 hours for setup and 1 hour for breakdown.
Do you bring anyone with you for DJ'ing?	Usually no. I may bring an assistant if the event setup is complex for example if there is only a short time for "room flip." I will clear this with the client before bringing anyone extra.
How does wedding service 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, so I have a standard all-inclusive, no hidden-charges price for wedding receptions/ceremonies. This includes what most of my clients need: plenty of time to cover the event, multiple zone coverage / setups to provide audio everywhere we need to, dance lights, and more. Equipment setup/breakdown and local travel is included at no charge. I have party builders (extra options) to share with my clients as well. Down payment required to book and hold the date for weddings is \$100. Balance is due one day before the big day.
How much is overtime?	I don't have an overtime rate -- if the party is going strong and a client wants me to stay, I'll keep the party rockin' for no charge!
What's your cancellation policy?	You may cancel at any time. Down payments are non-refundable.
What kind of payment would you accept?	I accept almost anything. I prefer non-fee options like cash, check, and Venmo but can also accept PayPal, or credit card via Square
When is payment due?	Down-payment is due within 48 hours of contract signing. Full payment is due the day before the wedding day.
How do you stay current on your music?	I constantly listen to new music through sources such as Spotify, Sirius XM radio, and DJ music pools. I subscribe to the DJ's Vault, a paid membership club of premium mobile DJ's from around the world. I attend concerts and music festivals to check out new music and artists: Bunbury, Electric Forest, Imagine Festival, etc. I also stay connected to other DJ friends. I live and breathe music!
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, and your vendor should be passionate about delivering the perfect event for you. 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 and emcee service to your huge milestone!