

## **Twenty Questions (the DJ Finder)**

*Have you ever played that parlour game called “20 Questions?” (Probably.)*

*Here is a list of some of the poignant questions a bride-to-be can ask of their prospect DJs that may help them choose an entertainer who suits their needs to a “T!”*

*It is advised that this list be used in a phone call to the intended DJ owner. To present this series in email form would involve a voluminous answer and probably lead to more lengthy email contacts from your vendor.*

- 1) Our wedding date is January XX, 20XX. Our reception starts at about 6:00 pm, but we're having an Ensemble playing during dinner. So we'd need someone from about 8:00 to 1:00 a.m. Are you available?
- 2) Do you provide a written contract?
- 3) Do you have wedding packages that we may view or discuss?
- 4) What is the total price for these package(s)?
- 5) How much are additional hours?
- 6) Is set up time and travel included in your fee?
- 7) How early do you arrive to set up?
- 8) Can you explain how you conduct the evening?
- 9) Do you provide a wedding reception planner (for scheduling timeline) that is available online?
- 10) What do you wear when you provide music for the reception party?
- 11) Do you Emcee and make announcements if required?
- 12) Do you provide us with the option to pick our music for the reception?
- 13) Are you open to requests from us and/or from the guests?
- 14) Is a wireless mic for speeches included in your fee?
- 15) Do you have basic dance lighting included in the price or do you provide lighting packages for a fee?
- 16) How long have you been in business?
- 17) How many WEDDINGS have you done?
- 18) How much is your deposit/retainer?
- 19) Are there any additional charges that need to be provided to us for consideration?
- 20) How is payment arranged?

*The above, are sample questions that you can use to initiate your conversation with your DJ/Entertainer*

*on the phone in the early “goings” of your contact list. They represent a good base of things that would help you gain a valuable insight into the DJs business practices and showmanship. I have placed a few extra questions below for you to substitute at your pleasure. Just remove the ones that may not interest you and replace them with any of these secondary examples or some of your own that may be directly significant to your needs.*

*Also, it is always wise to “comparison shop” at least 3 DJ Companies before you decide on your selection, unless, of course, you have seen the DJ in action or have been referred to them by a close friend or relative.*

- A. How much time do you need for set up?
- B. Is it required to provide a meal for you at the reception?
- C. Do you have a scheduled conference option for us to meet and plan our reception in full?
- D. What provision do you have to provide back-up equipment (personnel, vehicle break-down, etc.)?
- E. What physical requirements of the hall/venue do you need?
- F. Do you provide any special entertainment options that might enhance our reception party?
- G. What are the three major things that differentiate your company from others?
- H. Does your company handle video, karaoke or mixing events that enhance our party dynamics?
- I. Do you have any video show of your company in action?
- J. Can you provide me with at least 3 references of former wedding couples’ names and phone numbers that you have successfully DJ’ed?

*Best wishes for a wonderful engagement and planning schedule that will lead to a beautiful celebration on your Special Day!*

*Doug Scott,  
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*\*The original idea for this article format was received by permission from Sid Vanderpool of DJChat.com. I want to thank him for the opportunity to use this document so that the CDJA could enhance into its present form that the CDJA can present to brides-to-be for their preferred use.*