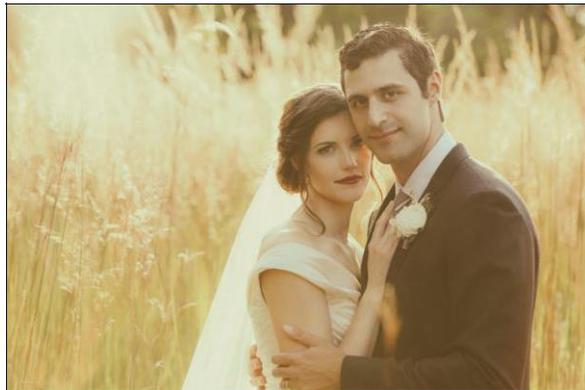




So... You Want to Hire Me, Eh?

Well, there are a few things you probably want to know before you make that decision. While a handy-dandy cheat-sheet of answers may cover most of your questions, I know you'll have more, so if you're still standing after reading this, just shoot me another email...

Let me drop the deluge of information on you so you can figure out if this is something you want to pursue with me...



How much do you charge?

The current coverage rate is \$2200. Yes, really. On top of that, thanks to the glorious State of Wisconsin, you'll also have to pay sales tax.

What do we get for that?

- Full day's coverage (roughly 8-9 hours give or take)
- Two photographers/Lighting Assistant
- Final Portfolio of approx 700 – 800 fully processed images
- Engagement session
- Online gallery for viewing/downloading and purchasing of professional products
- Drone Photography Included



What makes you so special instead of the other guy we're looking at?..

Wedding photographers have a pretty bad rep. Some deservedly so. Some are super cheesy, some one step down from being a Hello Kitty character. We're pretty proud to be neither of those things.

After over 200 awesome weddings, there's nothing we haven't seen. Focusing on shooting what's in front of us, not trying to recreate a wedding that doesn't look like yours, so you'll get a collection of work that is just as you & your guests saw it.

We produce some of the most sophisticated, unique contemporary work in Wisconsin, we're lightning fast, efficient and best of all, fantastic value.

Are the images all the same, just done differently?..

No. Every image you receive is unique and processed individually. Not a single re-tread.

Are images all full size? Are they watermarked?..

Yes, every image is provided in print resolution, and no, none of the images are watermarked.

Do we ever smile in pictures? Are heads always chopped off? Mom wants to know...

We always shoot smiling and non-decapitated shots! I just choose to post the intimidating headless ones because they're my faves.

You kind of brag about how quickly you deliver images. What's that about?

How quickly I get images back to my clients is one of the foundations of the business. We've all heard horror stories about people waiting weeks or months to see their wedding photos. That's super lame.

Within a couple of hours of waking up, you'll see a few dozen highlights immediately to enjoy.

Within 36 hours, your blog post will be sent, and the gallery from which you can download and order prints will be available.



Why so fast? Don't you take as much care as other photographers?

This is my full-time gig. I'm not a weekend warrior, nor someone juggling a house full of kids. As a full time professional, my contracts are my priority.

I've worked very hard to come up with a system that is not only lightning fast, but as you can see, I put a great deal of work into my photography.

I take the time to get the shot right when I hit the shutter. I don't need to rescue images to make them look good. Bottom line, these aren't the good old days of film, and it shouldn't take as long to finish the work. Ain't nobody got time for that.

So, I don't see that we get any prints or books with your deal. Why not?

An honest answer would be that I don't want to immediately start talking about books and stuff like that. We do have options for products, but they're just that... options. Just ask, and I can send you the information. It's pretty kick-ass though.

You have the files if you want to do your own prints or books. If you want advice on where to do it, I'm happy to help you.

You also have the gallery for obtaining professional prints at photographer prices. This is the way I prefer you to go, because my computer is calibrated to that print house.

I make no profit on presentation products, it's there as a convenience to make sure you get top quality products without wasting money.

That said, I do offer advice if you want to do it yourself, or you can take the great deals I offer and leave it up to the guy who does this for a living.

All books I offer are premium items for only the cost of the product and the time it takes me to create them. Fully customized and very quick to turn around, it's a deal that can't be beaten around here, and that is, literally, a fact.

How long do we get you for on the day?

Again, this somewhat depends on your wedding, but I've found a great place to start is about 30 minutes before you want to put on your dress. A great place to end is about 30-60 minutes after the final event of the reception, which is usually the Formal Dances. Once the reception descends into alcohol-fueled mayhem on the dance floor, we get enough footage to embarrass your friends and family, then say our goodnights. *A good estimate is to budget around 8-9 hours.*

What if we want you there longer?

This all depends. We're flexible, and don't have 'overages by the hour'. If the day looks like it's going to be way outside of what we normally do, then we'll talk about it.



So we get the copyright to the photos, right?

Wrong. Well, kind of. You'll hear photographers say they give you copyright, and that's not true. What you actually get is a *Usage License* that allows you to make prints, books, mugs, calendars etc. Pretty much anything you would want to do with them, you can.

The things you can't do are *sell* the images, or *use them for commercial gain*. Like you planned to do any of that anyways, right?

Who's the assistant and what do they do?

My assistant varies. They're all kind of cool and great photographers in their own right, (not just a warm body). You're basically getting two primary photographers, and we're all house-trained.

During the day they play two main roles. When we're taking candid pictures, they work independently, (pre-ceremony, ceremony, cocktail hour, reception etc.). When we're taking portraits or at specific times, they co-ordinate lighting.

Having two photographers has many benefits. You not only have insurance should Uncle Bob jump in front of one of the cameras, but you also get complimentary angles, simply because I can't be two places at once. Yet.

So I see all of the contemporary stuff I love it... my parents, well, they wonder where the traditional stuff is. Do you do it?

The question of balancing creative work and 'expected' formal shots is a consideration. I do provide traditional formal shots, and they are

included in the final portfolio, they simply do not make it into the social media in order to promote the artistic element of the work. Rest assured, 'safe' images that grandparents appreciate are made available!

Do we get much input into how you work and what kind of pictures we get?

I welcome input on what you're looking for, yet there has to be an awareness that the final product is through my eyes. I do not do well when I'm ordered to recreate a hundred images someone found on Pinterest at 11pm three days before.

You wouldn't go to a Rolling Stones concert and expect them to pull off a flawless set of Celine Dion music. If you want the 'Stones, expect the 'Stones.

Just as you'll hear clichéd advice about not trying to find your man then mold him into the perfect husband, neither should you pick a photographer that 'kind of' fits what you're looking for, then try and mold them.

I work very well with laid back couples who love what I do and will let me do my job; that way you can relax and enjoy your day, and I can relax and make it look awesome. That's why you hire a professional, right?



Do we get to meet you in person before we make a decision?

That's perfectly fine and I do encourage it. I only accept a limited number of weddings each year, and with very high demand, I like to make sure that both parties are a good fit for one another.

How do we go about booking you when we decide that you're as awesome as you say?

If you did decide to book, \$600 is due with the contract which will hold the date, and at that point we can discuss the engagement shoot and begin working on things.



Ahhh, the Engagement Shoot, what's that about?

Engagement sessions are one of my favorite things to do, period.

We pick a date, pick a location and get to know one another while we make some really great images for you.

They last roughly about an hour, and really play the role of rehearsal, as well as meet and greet. People usually aren't used to being photographed, especially in the way we do it, and the experience will not only make you more comfortable working with us, but when it comes to the big day, you'll already know what to do and how things go.

Do we have to do an engagement session? My fiancé doesn't really want to do it.

The engagement session is complementary, precisely because of the reasons I mentioned above. I do not discount the cost if you decide not to do this.

You don't have to do it, but I really hope you will. Trust me, I know all about awkward. That feeling of dread your fiancé has? I would have it too. Man, would I whine and pout about it... however, I have yet to have a couple, (including the guy), who didn't have a good time by the end of playing Hollywood

OK, my head hurts from all of this. What's next?

That's completely up to you. Despite this being a lot of information, I want to be as transparent and as available as you need me to be.

I encourage you to email me with more questions if you have them, I don't mind and love to write about what I do.

I'd suggest you check out all of my work. My biggest priority is making sure you know what you're getting into... I'm not going to pressure you to sign quickly. You don't need the hard-sell, and I don't like selling.

This has to happen organically. You have to want to hire me for what I do and who I am, not just because you need to check *Photographer* off your list.

If you like what I do, I'm your man, because no one else does it.

Just to help you out, these are the places you should go...

[Steve Bowman Photography on Facebook](#) ...Like my page, I get excited when you do that.

[Steve Bowman Photography's Client Galleries](#) ...see the gallery, check out product prices.

You can also find us on Insta if that's your bag... give us a follow!...

