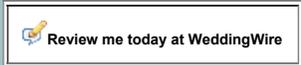




Marriage is ever made by destiny.

- George Chapman



Pricing & Entertainment Products

Our Pricing Philosophy

Booking a wedding vendor shouldn't be a complicated ordeal. Some vendors have advanced formulas for calculating your "savings" based on the day of the week, the estimated alignment of the moon, the high tide... you get the point. The bottom line is - they have this formula so they can charge more for "premium" wedding weekends and then make it look cheaper to get married on a Thursday morning or Monday afternoon in the middle of Winter.

When we set our prices, we looked at the prices of other disc jockeys that were referred by our industry peers (the same venues and wedding planners that also refer business to dj christopher hart). Now, we won't brag or put down these fellow entertainers, (because honestly if we are unavailable for an event, we would probably recommend some of them to ensure you didn't get stuck with sub-par wedding entertainment) but we think some of the pricing games are unnecessary. We took average year-round prices from our competition and made that our regular, everyday price - did we do that because we don't think we're as good as our competition? No, we think we are just as good, if not better! But we also feel that this price point offers the best possible value for our clients. We could charge you \$2,000 for a 4-hour event and give you a \$700 discount for booking on a Friday, but we decided that \$1,250 was a fair price for all of our 4-hour events. So, needless to say, our Saturday events book 8-12 months in advance on average - get them while you can!!

Our wedding professionals have to put in the same amount of work entertaining on a weekday that they would on a Saturday. On average, we spend 20-25 hours of total time on each wedding. This includes 8-10 hours on the day of your event loading equipment, traveling to your venue, setting up and cleaning up equipment, getting dressed in our formalwear, performing at your ceremony and/or reception, and then returning home to unpack. Besides the excellent entertainment that you see at your reception, we are hard at work during the weeks leading up to your event as well. We spend time marketing, meeting our clients, providing great customer service, attending industry association meetings, preparing and purchasing equipment and music, sending out the dry cleaning, and speaking with your other weddings vendors to ensure your event is perfect.

Basic Wedding Package \$ 1,250

4 hours of entertainment, initial consultation at a location convenient for you, online wedding planner, the DJ you initially meet with as your guaranteed DJ/MC on the day of your wedding, professional (one room) speaker system for up to 300 guests, 100,000+ song CD/MP3 library with web access for instant downloads of any guest request not already on site, professional SHURE® wireless microphones (for toasts, blessing, announcements, etc.).

Additional Mini DJ System \$ 100/ea.

If you're having a ceremony or cocktail hour in an area other than your "main room" you should consider adding a second DJ system to make sure you have music (or even just amplification and use of professional wireless microphones for your minister/readers).

Contract Options and Additions

Each additional hour of entertainment \$ 150/hr.

Dance floor Lighting Package \$ 200

Up-Lighting Package - Price varies depending on venue and room layout. Please inquire for a quote.

Custom Gobo Projector - Price varies depending on venue and room layout. Please inquire for a quote.

Video Photo Montage - Price varies depending on just displaying or if also designing. Please inquire for a quote.

The Fine Print

Prices are subject to change without notice. Prices listed on this page will be honored on the day of booking but do not constitute a legal offer unless accompanied by a written contract. 50% retainer (deposit) is required at time

Read Our Reviews

from past clients

★★★★★
40 reviews

★★★★★ 5.0/5.0

Chris was incredible!!!! Having a good DJ is one of the most, or perhaps the most, important aspects of making sure the wedding goes... [read full review](#)

★★★★★ 5.0/5.0

Fantastic! Chris was glorious. Fun, upbeat, great energy, kept the party going, fantastic emcee, thorough, had everything we requested,... [read full review](#)

★★★★★ 5.0/5.0

Chris was fantastic. He listened to us intently and made sure we were all on the same page. He played really fun music and got the crowd... [read full review](#)

Read all 40 Reviews at



booking to secure your event date. Client has one week from meeting with me to decide if I'm right for them. Unless a contract is signed, your date cannot be held for more time without a deposit payment. Travel Fee is \$1.50/mile for the total round-trip mileage for events more than 60 miles from White Marsh, MD. No charge for events less than 60 miles from the Google Maps 21236 zip code. Credit cards gladly accepted, but subject to a non-refundable 3% fee to offset our actual processing costs. Final balance due 14 days prior to your contracted event date.

Frequent Pricing & Booking Questions

Q. Why do some other disc jockeys charge less?

A. Most of the "budget" or "discount" deejays in town operate on quantity, not quality. You may see their incredible, "too good to be true" prices plastered on the top of web searches and in cheesy cable TV ads. Their owners may charge clients \$500, keep about \$300-\$350 for their business, then give your DJ \$150-\$200 for a 4-hour event. In this scenario, you will ultimately get what you paid for... the DJ is not making enough money to purchase new music or equipment, or repair the equipment he has. While he may download your specific wedding songs, he may have to resort to illegally obtained music. The \$150 he gets for his events probably won't support a van or large SUV payment, so he may have to ensure all of his equipment fits in his car (which is fine if you only have 80-100 guests, but that's not enough equipment for larger events). Finally, because he is only making \$150 per wedding, he has to deejay at two weddings per day, so he may be a little late getting across the Bay Bridge or making it through the Harbor Tunnel. Did we mention that you don't get to meet your DJ until a few weeks before your wedding?!? That's because the "discount" companies don't know who might be working for them at any given time...Would you want to work for a company that was paying you \$150 for 8-10 hours of your day, plus the time associated with planning an event?

Don't spend thousands of dollars on your wedding only to save 3% or less of your total wedding expenses by choosing a sub-par DJ. Your disc jockey is responsible for all of the entertainment at your event and after the meal and cake are eaten up, if your guests are not having a good time, many of them may leave your reception early. I only accept one event per day, and in some cases, one event per weekend. This ensures that we are on time, well rested, and fully prepared for your event. It also allows us to spend time with family, friends, and our DJ associates - however, if you should need to move the time of your wedding... no problem! Because we didn't book two weddings on the same day as your wedding, we can be flexible with short notice time changes if they arise.

Q. Why do some other disc jockeys have all-inclusive pricing?

A. We're not sure. I prefer to charge you for exactly what you need, not what you'll never use. The average wedding with an on-site ceremony is 5 hours total. If this describes your event, you would most likely need a second DJ system for your ceremony (either so you can amplify your minister's voice plus any guests reading poems or religious passages with high-quality wireless microphones, or to provide ceremony music - or both), and the 5 hours includes an extra hour on top of our basic rate. With me you'd pay \$1,500 for this total service, at our competition you'd pay \$350 - \$450 more with their "all-inclusive package". Even if you added a sixth hour of entertainment and a third DJ system, you'd still pay less with me.

Q. Do you match prices or offer price discounts?

A. Sorry, but we do not match prices or offer coupons (with the exception of a related contest held at a wedding show with a limited number of winners). There is no way to quantitatively measure our price to a competitor's price, it's not like checking the price of a LED TV at Best Buy and then looking up the price of the same model at Target. We believe we offer the best value of any DJ company in town. In addition to a minimum of 12 years of DJ experience, I also bring with me the experience of hundreds of successful weddings. A "rookie" DJ who has less than 2 years of experience would be lucky to have entertained at more than 20-25 weddings in his/her short career because of the time required to learn the industry and build up enough experience to book weddings on a regular basis.

Q. "XYZ" DJ Company says you can't be a "real" DJ Company without a storefront, why don't you have one?

A. It's great that other companies have physical "stores" to meet you and convince/pressure you to book their services, however this raises their overhead costs and ultimately, the rent or mortgage they pay to maintain the storefront is passed onto the consumer. Does this make them more professional? Not in our opinion. It opens them up for more financial liability - which could backfire in a bad economy, forcing possible bankruptcy or staff layoffs. Because these large companies employ such a vast number of subcontractors, they also need a storefront to hold company-wide meetings and house all of the equipment they rent or lend to their crew. Crime is also a factor, as you are basically announcing that you have a studio filled with expensive equipment, but at night the place will be empty. We have always thought the storefront concept was a bit inconvenient,

especially since our clients are booking us from all over the region. Should we spend more of your wedding budget so we could have physical locations in Baltimore, Annapolis, Washington D.C., Ocean City, Alexandria, and York PA? Our team of 3 wedding professionals is more than willing to meet you at locations convenient to you that provide a "neutral", no-pressure atmosphere. Great service takes a little more effort than the assembly-line mentality of a storefront, but that is what we deliver. If you still need a personal demo of our skills after talking to past clients and obtaining references from the area's top vendors, we'd be glad to provide this service as well.

