



#### **WHAT TYPE OF EVENTS DO YOU SPECIALISE IN?**

Our specialty is Wedding, Corporate, Birthday, Matric dances, Silent Disco and Karaoke events. We have been organising and DJing for hundreds of events since the early 1990's. We play a wide variety of music that includes virtually everything. Our job is to play the music you want to hear, the music your guests want to hear, and the selections that will keep people dancing. This is your day, so you will have as much control of the playlist as you would like.

#### **CAN WE BE INVOLVED IN CHOOSING THE MUSIC PLAYLIST?**

It is extremely important for the bride and groom to be involved in the choosing of the music. This is why we provide a Client Information Sheet (CIS) for you to fill out. We also would like to have a list of your favourite say 20 or more songs. This is how we know what music you desire for your wedding reception.

#### **WILL YOU TAKE REQUESTS FROM OUR GUESTS?**

Of course, the DJ is determined to make your day memorable and special, so he will oblige your guests willingly. He will also look out not to play music not appropriate or approved by the bride and groom.

#### **IS EVERYTHING INCLUDED IN THE PRICE YOU QUOTE?**

Your quote is fully comprehensive and includes sound equipment, dance floor lights, the DJ for time specified, set up and take down of equipment. It does not include overtime time or optional extras.

#### **DO YOU HAVE PROFESSIONAL GRADE EQUIPMENT?**

We have top of the line professional quality heavy duty speakers, state of the art mixers, robust dance floor lighting effects, reliable laptops with music, and covered by a backup system.

#### **WHAT TYPE LIGHTS FOR THE DANCING DO YOU HAVE?**

Multi coloured beamed lights and coloured wash effects. They create an awesome dancing atmosphere to add to the dancing experience but won't bother light sensitive guests. Our lights don't pulse so you and your guests won't get any adverse reactions.

#### **DO YOU HAVE A CONTRACT?**

Our contract is in an easy to read language. It helps to protect you by guaranteeing a full service and it also protects us.

#### **WHAT IS THE NEXT STEP?**

Contact us to either book the day or we can meet for a one on one consultation at our offices. You will meet our friendly manager in person before making your final decision.

#### **HOW LONG HAS STARRY NIGHT BEEN IN BUSINESS?**

**STARRY NIGHT** has been in business since 1990. We have many years' experience of DJ'S 'burning up' the dance floor for over 5000 plus events now.

#### **DO YOU HAVE BACK UP EQUIPMENT?**

You need not worry as we have our system tested at the event before the function starts. We have backup built into our sound systems and further help from the office with just a phone call away. We also have multiple copies of music with us at your event. We have you covered so nothing can go wrong.

#### **DO YOU HAVE BACK UP DJ'S?**

We have allocated standby DJ's at hand on the day and there is someone always manning our contact lines in case of an emergency.

#### **ARE WE REQUIRED TO FEED YOU?**

The DJ is generally included as a guest in the final meal count. The DJ does appreciate your thoughtfulness and is very thankful.

#### **HOW IMPORTANT IS MUSIC FOR MY FUNCTION?**

We cannot stress enough how important the music is for your function. It is the key ingredient that will add sparkle and magic to your day and is so often overlooked. Remember your guests may arrive at your wedding feeling a little apprehensive. Sometimes people feel awkward for a whole host of reasons. The great thing about music is that it has the capacity to relax tension by breaking down those mental barriers and help releasing those inhibitions so that your guests really can unwind and enjoy themselves.

#### **THERE WILL BE A VARIETY OF DIFFERENT AGES AT MY WEDDING IS THAT A PROBLEM?**

Definitely not, you will find that when you hire us, you are hiring DJ's with vast experience, skill and an innate ability to read a crowd. You will be surprised how that awkward generation gap will close and everyone will be 'burning' that dance floor and having a great time.

#### **HOW CAN I BE SURE THAT THE DJ I GET FOR MY FUNCTION WILL BE RIGHT FOR MY PARTY?**

Good question. We can only be sure that we have allocated the right DJ for your occasion when you come to see us. Your culture, personality, tastes; personal preferences and musical choices will determine the kind of DJ we will select for your function. We find this strategy a fool proof way of ensuring that we get it right every time.

#### **WILL I GET TO MEET MY DJ BEFORE THE WEDDING?**

That is entirely up to you, most of our clients are happy to be allocated a DJ who will phone you a few days before the wedding to affirm your final itinerary with you. He will have the list of all the songs you personally require for the day and if you want to discuss anything else with him this will be the perfect opportunity for you to talk about any specific needs and requirements. If you do want to meet him in person the **STARRY NIGHT** office can arrange it.

#### **WHAT DOES YOUR DJ'S WEAR?**

The DJ's are smartly attired in black shirts and pants with a tasteful **STARRY NIGHT** logo.

## **CAN STARRY NIGHT RECOMMEND OTHER WEDDING SUPPLIERS FOR THINGS LIKE FLOWERS, PHOTOGRAPHY, VIDEOGRAPHY AND WEDDING CO-ORDINATORS**

There is nothing like asking people in the same industry for inside advice and we will happily oblige your requests. We do have a list of reliable suppliers we work with on a regular basis. This list can be invaluable for any bride who is looking for high quality options at affordable prices.

## **WHAT CAN YOU OFFER ME IF I'M LOOKING FOR EXTRA IDEAS?**

We offer an extensive extra list of creative exciting options on your quote. For example, the first dance Dry Ice Cloud effect is very popular and our LED up-lighting décor effects adds a sophisticated festive feel to your reception area at a very reasonable price.

## **I HAVE THOUGHT OF JUST HAVING A BAND ON MY WEDDING, IS THAT A GOOD IDEA?**

We strongly discourage such an idea based on our experience of doing parties for many years. People love live music of that there is no doubt and it definitely adds a touch of savoir faire to an occasion, however most people do like to have an opportunity to dance to their favourite tracks which is why the DJ is so crucial. You must consider that live entertainers require breaks and intervals, which can create awkward silences. This is why we encourage our clients who would like a live band for their party to also choose a DJ option.

## **I AM GREEK AND WONDER IF YOU SPECIALISE IN GREEK WEDDINGS?**

Yes indeed, we have a dynamic team of DJ's trained in multi-cultural presentations to select from. We would allocate a DJ who specialises in Greek, Portuguese and Lebanese weddings for you. Other DJ's specialise in English, Afrikaans, African, Jewish and Chinese functions. We also regularly present for Irish and Scottish weddings.

## **WILL MY DJ PLAY PARTY GAMES AT MY WEDDING?**

We have more interactive DJ's we can allocate to your function who would perform some really fun group and ice breaking party games.

## **WHEN SHOULD I BOOK STARRY NIGHT?**

When you have finalised the date and venue of your function. It is a good idea to contact the offices and affirm your booking with receiving a confirmation letter. Most of our clients book early which is always a good idea because if you leave it too late it is possible that we may not be able to accommodate you. We can get booked up very quickly especially in the notoriously busy summer and holiday months.

## **DOES STARRY NIGHT HAVE ANY SPECIALS AND PROMOTIONS?**

Yes. Please enquire at our offices for any current specials we are offering at that time.

## **CAN WE RECEIVE A REFUND FOR OUR DEPOSIT IF WE DO NOT GO AHEAD?**

The industry standard as a whole is not to refund any deposits because business may have been turned away due to your booking. At **STARRY NIGHT** we do have a policy that is a little more comforting for our customers.

We will agree to refund any cancellations if we receive a booking to replace the business lost or the deposit can be used for another event all together. If that does not happen then sadly, we can't offer a refund.

#### **WHAT ARE THE STARRY NIGHT PRICES LIKE AND DO THEY VARY ACCORDING TO THE TIME OF YEAR?**

The **STARRY NIGHT** prices are excellent. You will find the packages are exceedingly good value for money and they include VAT, travel, and equipment hire and music entertainment. Prices will vary depending on the seasonal factors and location of your event. If your event is far out in a place like the Drakensburg or Bela-Bela there will be additional travel costs and you will be expected to provide overnight accommodation for your DJ. All these factors ultimately affect the quote we send you but there are no hidden costs.

#### **WHAT IF I AM TOO BUSY TO SET UP AN APPOINTMENT**

Of course, If you are planning to organise your wedding this way, we will be only too happy to send you song lists suggestions for the cutting of cake, first dance and so forth. We will send you a DJ Client information sheet (CIS) to fill out and answer any questions you might have.

#### **I AM LIVING OVERSEAS. IS IT POSSIBLE TO ARRANGE ALL THE DETAILS FOR MY WEDDING VIA E-MAIL?**

Absolutely, we handle many overseas clients every year and planning a wedding this way is not a problem. All we need to know is everything you can tell us about yourself, personal preferences, musical tastes etc, and we will handle everything on this side. If you were available to come and see us prior to your wedding that would be splendid otherwise let's Zoom or Skype each other.

#### **WHAT ADVICE DOES STARRY NIGHT HAVE ABOUT HIRING SOMEONE CHEAP?**

Never cut corners by going cheap. We have heard some nasty horror stories of weddings being ruined by hiring unprofessional DJ's. Sometimes we are phoned by people begging us to take over from an event because the DJ that was employed was less than adequate or worse still, never even pitched for the function. Do not make this fatal mistake because the music will either make or break your most special day.

#### **WHAT MUST I DO IF I HAVE LEFT IT TOO LATE AND YOU ARE OVERBOOKED?**

We will simply recommend you to another known supplier or a known freelance DJ. We would never ever encourage you to go with anyone that was less than professional. We care about you receiving a professional service for your wedding but our advice to you is not to limit your options by leaving things until the last minute.

#### **DO YOU HANDLE LAST MINUTE PARTIES?**

Yes, we do but sometimes we are unable to help our clients because we are so heavily booked up. However, do give us a call and we will see if we can help you.

#### **AT WHAT TIME WILL THE DJ ARRIVE AT MY WEDDING?**

The DJ usually arrives 2 hours before the start to set up the equipment. This is very convenient and comforting for the bride because it means the equipment will be strategically placed to blend appropriately with the venue layouts and displays. The DJ will have all your details on his (CIS) sheet for the wedding and will be well prepared for everything in advance.

**DOES THE DJ HAVE A CORDLESS MICROPHONE FOR THE SPEECHES?**

Yes, we do. A cordless mic is essential for the speeches because it is so much more convenient.

**IS THE STARRY NIGHT EQUIPMENT VISUALLY ATTRACTIVE?**

Very good question. Always make sure when you are choosing a disco that the equipment is easy on the eye because unsightly equipment that is heavy, and awkward looking can cheapen the impact of the overall visual effect at your wedding. The good news is that **STARRY NIGHTS** equipment is very classy, tasteful and attractive blending favourably to a classy and sophisticated look.