



**EAST END
ENTERTAINMENT NY**
Celebrate Life With Us
EastEndEntertainmentNY.com

EastEndEntertainmentNY@gmail.com
www.EastEndEntertainmentNY.com

Call/Text: 631.833.4149
Post Office Box 1205 – Westhampton Beach, New York 11978

2024 Information Kit & Wedding Price Guide

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Understated Elegance: That's Sophisticated & Fun

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Understated Elegance: That's Sophisticated & Fun

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Reasons to *Celebrate Life With Us*

Our Style - *Understated Elegance, That's Sophisticated & Fun*

- *We customize an outline & coordinate each wedding, based upon the couple's wedding goals*
- *Superior music knowledge along with outstanding experience in event time management/planning*
- *We make the announcements that are only necessary & allow the music to energize the dance floor*
- *The music is played at the right times and appropriate volumes*
- *Clean & neat presentation of the gear & staff*
- *All the DJ reception music is mixed LIVE*

Service Options

- | | | | |
|------------|-------------------------|-----------------|---------------------|
| - DJs | DJ Hybrid / Live Combos | Bands/Musicians | Photo Booths |
| - Lighting | String Ensembles | Flat Screens | Audio/Video Rentals |

What Others Say

Venue Event Directors

- *I'm glad your company is here*

Photographers

- *I get the most fun candid pictures when you're here*
- *I already got show many great dance floor shots and they didn't serve dinner yet*

Guests

- *You're certainly not the typical Long Island DJ*
- *One More Song!*
- *That was the best wedding ever!*

Couples

- *Communication throughout the whole process was great. He answered his cell phone every time we called. When we asked him to make adjustments to the outline, he made the changes same day and sent them back to us.*
- *All of our guests keep talking about how great the DJ was and how they couldn't sit down once because every song was a banger! People were dancing the whole time!!*
- *The entire day could not have been more perfect!*

Reviews

- Our reviews will attest, we take tremendous pride and passion in exceeding the wedding goals. Each wedding outline is uniquely formed with the couples' vision. We are able achieve the wedding goals with the following: designing a seamless event with our outlines, *unlimited communication via phone, email, text, meetings, zoom meetings and/or venue walk-through.*
- Links: [The Knot](#) - [Wedding Wire](#) - [Google](#) - [Yelp](#)

Trendsetters

- 1st to Design Décor DJ Booths
- 1st to up-light a vineyard or orchard
- 1st to use an anniversary dance to start a dance (ask for details, it's a good one, started in 2023)
- **Private Events are Private:** We do not need to be the primary source of private event photos or videos for our social media pages for our marketing.

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Reasons to Celebrate Life With Us (continued)



2024 Background Information

About Us - A MUST READ

Understated Elegance that's Sophisticated & Fun

We would love the opportunity to share our love for what we do with you

Our 30 YEARS of success is based on the following:

- 30 YEARS of...*LOVING WHAT WE DO*
- 30 YEARS of...*LISTENING to our clients wedding goals, in order to truly customize the wedding outline*
- 30 YEARS of...*SUPERIOR MUSIC KNOWLEDGE - Playing the songs at the right times and right volume*
- 30 YEARS of...*Our Sophisticated Fun Approach by making announcements when necessary*
- 30 YEARS of...*Packed Dance Floors*
- *Our team of dedicated to focus on the quality of events over the quantity of events*

We have been grateful to share have our talents with people along with countless of celebrities who value our professionalism.

Recommended by the Finest Venues

Bedell Cellars	Dockers Waterside	Peconic Bay Yacht Club
Boathouse Shelter Island	Gardiners Bay CC (Private)	Pellegrini Vineyards
Breeze Hill Farm	Halyard – Greenport	Oceanbleu Bath & Tennis
Bridge Golf Club (Private)	Hedges Inn - East Hampton	Rams Head Inn
Bridgehampton Inn	Jedediah Hawkin Inn	Shelter Island Yacht Club (Private)
Bridgehampton Tennis & Surf Club	Maidstone Golf Club (Private)	South Fork CC (Private)
Cory Creek Vineyard	Navy Beach - Montauk	Suffolk Theater
Cowfish – Hampton Bays	Noah's Greenport	Topping Rose House
Crow's Nest Montauk	North Fork CC (Private)	Westhampton CC (Private)
	Old Field Vineyards	

Did you know? We take approximately 30 hours of work to prepare and perform at a wedding. This allows us to spend more time focusing on the intricate details in our wedding outline. We play a vital role to assure the wedding goals on the outline, with the team of hired wedding professionals are achieved.

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OUR EXTRAORDINARY TEAM

When Experience Matters Along With We Love What We Do

Michael Variale, Founder/Owner, DJ, MC, Music Coordinator

30+ Years Experience with a Masters Degree in Education



Background

When you treat your staff great, everything else falls into place. Michael is grateful to be surrounded with true professionals with kind hearts and fun personalities. Michael's mother always said, ***'Life is a gift, so go out and celebrate it'***. Hence the slogan, ***Celebrate Life With Us.***

When Michael was growing up, a variety of music was always playing in the background. His parents loved listening to American Standards, Doo-Wop, Motown and Disco, while Michael enjoyed the sounds of the 80s, Old Skool Hip-hop, Freestyle, Grunge, Latin and Club/House Music. Before DJing was ever thought of a career, he began with making mixed cassettes from the radio on his boom box. Technology has certainly improved.

While earning his Bachelors degree at SUNY Cortland, he also started his professional DJ career in 1992 City Limits. He mixed party rock tunes on a pair of Sony Discman's. In 1993 he made his Hamptons debut at Dockers Waterside for Sunset Happy Hour. In the Summer of 1995 & 1996, he mixed in 70's & 80's dance music in the Classic Disco Lounge at the Legendary Canoe Place Inn (CPI).

Did you know Michael was also school teacher for 20 years? There are some similarities. The thought process of creating effective lesson plans parallels the way Michael customizes the music and flow of it for each event. Being a teacher has also helped him to understand when it's the appropriate time to mix into another music genre. Be sure to ask Michael about this, because it plays a major role in the success East End Entertainment.

In 2014, Michael was able to leave the classroom and founded EastEndWeddingsAndEvents.com. It's a wonderful network of talented event professionals that share the same passion for the special event industry.

Michael and his team are grateful to share have their talents with countless celebrities and others who value great music at a special event.

JR, DJ, MC, Audio, Video, Lighting & Wireless Technician

Joined EEE in 2007 – 30+ Years Experience

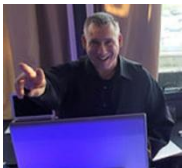


Background

JR is a cool a cucumber. He is an amazingly talented DJ. He smoothly mixes all genres. JR's musical knowledge and attention to detail will ensure that many magical memories will be created. Behind the scenes, JR is our computer tech specialist and wireless technology guru. When his is not spinning the tunes he enjoys fishing for striped bass and tuna.

Bill, DJ, MC, Photo Booth, Audio/Video Live Streaming, & Lighting Technician

Joined EEE in 2014 – 30+ Years Experience



Background

Bill started his music career at his college radio station as an on air DJ dabbling in production work. He continued to follow his passion and love for music working at Z100, WKTU, Party 105, CBS Radio and various night clubs. He is currently a Senior Producer at iHeart Radio. His knowledge and love for all genres of music makes Bill an excellent choice any event.

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OUR EXTRAORDINARY TEAM - (continued)
When Experience Matters Along With We Love What We Do

Dave, DJ, MC, Lighting Technician

Joined EEE in 2011 – 20+ Years Experience



Background

Dave grew up on the East End of Long Island, graduating from Westhampton Beach HS has Bachelor's Degree in Business Administration. Dave crafted his Hamptons vibes style from his experience at local hot spots like the Surf Club, Seven, and Casey's along with various weddings and events.

George, DJ, Bi-lingual MC, Percussionist, Lighting Technician

Joined EEE in 2009 – 30+ Years Experience in the industry (performing together since 1995)



Background

The rhythm is in George's blood. He makes [playing percussion looks so easy](#), he can spin the tunes, and even sing. George is a multi-talented professional who has performed throughout the tri-state area.

Eric, Percussionist, Vocalist, MC, Comedian

Joined EEE in 2004 – 30+ Years Experience (performing together since 1995)



Background

Eric is an amazingly talented and has been entertaining for over 30 years. Eric attended University of Miami and majored in Studio Music and Jazz. He holds a Bachelor's in Music. He has performed with many of the top Jazz, R&B and Pop artists throughout the country. His specialty lies in [percussion](#), [vocal performance](#) and [spearheads the comedy division](#). Eric is available to perform many of the classic Jazz, Pop and Classical pieces at your request.

Jonny Ray, Acoustic Guitar & Vocalist

Joined EEE in 2004 – 30+ Years Experience (performing together since 1995)



Background

[Jonny Ray](#) is one Long Island's elite performers on acoustic guitar and vocals. Jonny Ray's material contains a plethora of songs from classic rock, pop, country, and acoustic contemporary. Jonny Ray does everything; ceremonies, cocktails, receptions and afterhours. Add Jonny Ray as a soloist or as the Jonny Ray & Friends Band.

East End Strings – Joined in 2004

Dr. Kristen, Meghan, Christine, Sara, Christina, Noelle, Amy, Jason, Brad



Background

When pop music meets classical music you have the East End String Ensemble. Perfect for ceremonies & cocktails in Hamptons, Shelter Island, the North Fork, or anywhere else. The song list is always expanding with special requests like [Neil Young's Harvest Moon](#).

Sanford, Saxophonist

Joined EEE in 2018 – 30+ Years Experience



Background

Sanford Marten is a versatile, highly-accomplished tenor, soprano, and alto and baritone saxophonist who brings his signature sound to a wide range of music genres, including Jazz, Latin, R&B, Soul, Funk, Pop, Rock, and Motown.

Sanford covering [Moondance by Van Morrison](#) @ Jedediah Hawkins Inn

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OUR EXTRAORDINARY TEAM - (continued)
Experience Matters & We Love What We Do

Mark, Saxophonist

Joined EEE in 2011 – 20+ Years Experience



Background

Feature Mark for ceremony, cocktail hour and/or part of our DJ hybrid. Mark has performed throughout the tri-state area. Your guests will certainly be grooving with the sax.

Mark playing [One Love by Bob Marley](#) @ The Surf Lodge in Montauk

John, Saxophonist

Joined EEE in 2023 – 20+ Years Experience



Background

John is featured in our DJ hybrid, jazz trio, with Jonny Ray & Friends band and for cocktail hour.

Photo Booth Team: Tami, Robby, Dawn, Delaney & Bill

Joined EEE in 2014



Background

Having 2 attendants at the photo booth is key for great photos and keeping the line cheerful short and moving. Tami, Rob, and Dawn are all in sync in setting the right pose, swopping out props, signing the album, uploading to social medial and keeping everything organize. They make the photo booth an experience delightful.

Delaney, Photo Booth & Up-lighting Specialist

Joined EEE in 2020



Background

Delaney is Michael's daughter. Delaney specializes in event up-lighting and our photo booth services. Michael is one proud dad. Delaney also attends Baylor University.

Jack, DJ, DJ Assistant, Photo Booth & Up-lighting Specialist

Joined EEE in 2023



Background

Jack is a diamond in the rough. Michael, the owner is very selective in selecting team members. Throughout his first year, Jack has proven to be a perfect fit with our team. He is an audio and lighting technician. In addition he is DJ training. Jack also will be a Division 1 Lacrosse Player in 2025.

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Price Guide - DJ RECEPTION OPTIONS

ALL RECEPTION MUSIC IS MIXED LIVE!

EAST END DJ'S CLASSIC ALL BLACK 4 HR RECEPTION

STARTS @ \$2,500



EAST HAMPTON HOME
 TRADITIONAL SPEAKER



AMAGANSETT RESIDENCE
 (+250 DÉCOR SPKRS)

DJ BOOTH UPGRADES

**DÉCOR THEME DJ FRONT BOARDS
 HAMPTONS BEACHWOOD WHITE**

\$ 500



BRIDGEHAMPTON T. & S. CLUB



PECONIC BAY YACHT CLUB



BEDELL CELLARS

HAMPTONS BEACHWOOD WHITE PLUS

CALL FOR DETAILS



DJ HYBRID W/ SAX & PERCUSSION
 3 WHITE DÉCOR SPEAKERS



PECONIC BAY YACHT CLUB
 DJ HYBRID W/ PERCUSSION |
 4 WHITE & 3 LAVENDER UPLIGHTS



4 DÉCOR SPEAKERS
 WITH 7-9 UPLIGHTS

NORTH FORK RUSTIC

\$ 500



VINEYARD CATERERS



NORTH FORK CC



ENCORE ATLANTIC SHORES

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Price Guide - DJ RECEPTION OPTIONS (continued)

NORTH FORK RUSTIC PLUS

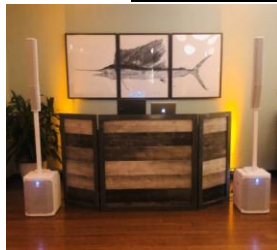
CALL FOR DETAILS



MAIDSTONE CLUB | GREAT LAWN WESTHAMPTON BCH
 4-8 DANCE FLOOR WASH LIGHTS 4 AMBER UPLIGHTS | POWER PACKAGE 5600 WATTS

MONTAUK DRIFTWOOD GREY

\$ 500



NOAH'S GREENPORT | MONTAUK | WESTHAMPTON CC

LONG ISLAND LIGHTHOUSE - WHITE DJ FRONTBOARD WITH UP TO 7 UP-LIGHTS (COLOR CHOICE)

\$ 500&^



EAST WIND VINEYARD | EAST HAMPTON | LARKFIELD

HAMPTON CHIC SATIN: NAVY BLUE, ROYAL BLUE, WHITE (CUSTOM COLOR CHOICE)

\$ 500



HALYARD GREENPORT

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Price Guide – DJ Ceremony & Cocktail Hour



NEW WHITE OPTION – MIC, STAND & SPEAKER(S)

- _____ **CEREMONY SOUND:**
 - UP TO 30 MINUTES OF PRE-CEREMONY MUSIC & CEREMONY PROCESSIONAL & RECESSIONAL MUSIC
 - (1) SPEAKER (1) WIRELESS HANDHELD MIC & STAND _____ BLACK \$ 400_ WHITE \$ 500
- _____ **COCKTAIL HOUR**
 - (1) HOUR CUSTOM PLAYLIST (1) SPEAKER _____ \$ 400
 LIVE DJ _____ \$ 795
- _____ **ADDITIONAL AUDIO SUPPORT:**
 (WE RECOMMEND AT LEAST 2 SPEAKERS FOR AN OUTDOOR CEREMONY WITH OVER 125 GUESTS)
 - WIRED OR WIRELESS SPEAKERS _____ BLACK \$ 250/EACH - WHITE \$ 350/EACH
 - ADDITIONAL WIRELESS MICROPHONES _____ \$ 375/EACH
 -1000 WATT BATTERY POWERED INVERTER (FOR ELECTRIC POWER) _____ \$ 275/EACH
 - 2000 WATT YAMAHA INVERTER (FOR ELECTRIC POWER) _____ \$ 275/EACH
- _____ **REHEARSAL DINNERS & AFTER PARTY** _____ CALL FOR PRICES
- _____ **AUDIO/VIDEO RENTAL** (MINIMUM PURCHASE *WITHOUT* A DJ OR LIGHTING PACKAGE IS \$1000)

Price Guide - LIVE OPTIONS

PLAYLISTS AND VIDEOS SAMPLES ARE OUR [WEBSITE](#) & Social media [Instagram](#) & [Facebook](#)



- _____ **EAST END DJ HYBRID / LIVE COMBO**
 ADD LIVE MUSICIAN(S) TO THE RECEPTION PERFORMS SIMULTANEOUSLY WITH THE DJ.
 CHOICES INCLUDE: PERCUSSIONIST, SAXOPHONIST, GUITARIST, VOCALIST _____ \$1,275/MUSICIAN
- _____ **EAST END STRINGS**
 FROM CLASSICAL TO TOP 40. YOU WILL SIMPLY LOVE THE ELEGANCE & STYLE OF EAST END STRINGS.
 CEREMONY OR COCKTAIL HOUR _____ \$3,000 STRING QUARTET
 CEREMONY AND COCKTAIL HOUR _____ \$3,500 STRING QUARTET
 - STRING MUSICIANS - CEREMONY OR COCKTAIL HOUR _____ \$ 795/MUSICIAN
- _____ **ACOUSTIC GUITAR PLAYER / SAXOPHONIST / KEYBOARDIST / VOCALIST / VIOLINIST WITH BACKING TRACKS**
 CEREMONY *OR* COCKTAIL HOUR *OR* DINNER _____ \$ 795/MUSICIAN
 CEREMONY & COCKTAIL HOUR _____ \$ 975/MUSICIAN
- _____ **STEEL DRUMMER** CEREMONY OR COCKTAIL HOUR _____ \$ 875/MUSICIAN
- _____ **JAZZ TRIO** COCKTAIL HOUR _____ \$2,475
- _____ **COMEDY SHOWS:** WE HAVE ACCESS TO THE MOST TALENTED COMEDIANS _____ CALL FOR PRICING.

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Price Guide - Lighting



BREEZE HILL FARM



OCEANBLEU



PELLEGRINI VINEYARDS



PECONIC BAY YACHT CLUB

UP-LIGHTING - LED WIRELESS UP-LIGHTING UNITS WITH COLOR CHOICE

_____ UP TO 8 UNITS _____	\$ 650	_____ UP TO 12 UNITS _____	\$ 975
_____ UP TO 16 UNITS _____	\$1,300	_____ UP TO 24 UNITS _____	\$1,975
_____ UP TO 32 UNITS _____	\$2,600	_____ UP TO 48 UNITS _____	\$3,950
_____ UP TO 64 UNITS _____	\$5,200	_____ UP TO 100 UNITS _____	CALL FOR PRICING



PECONIC BAY YACHT CLUB

DANCE FLOOR LIGHTING

- CHOICE OF

360° MOVING HEADS, SPHERES (DISCO BALL EFFECT), MARTIN RUSH MULTI-BEAMS (VERTICAL TRAFFIC LIGHT), REVO III, TRI-STAR LED (VARIOUS FLASHING EFFECT), BLACK LIGHT (GLOW IN THE DARK)

_____ 2 UNITS _____	\$ 750	_____ 4 UNITS _____	\$ 1,275
_____ 6 UNITS _____	\$ 1,750	_____ 8 UNITS _____	\$ 2,475
_____ 10 UNITS _____	\$ 3,000	_____ 12 UNITS _____	\$ 3,500

PROJECTIONS

_____ VINES GOBO (3) AVAILABLE IDEAL FOR CEILINGS & DANCE FLOORS _____	\$ 275/EACH
_____ CUSTOM GOBO _____	\$ 350

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Price Guide - PHOTO BOOTH



COLOR - DRIFTWOOD WHITE - B&W | SHIMMERY GOLD | GREEN SCREEN EFFECT

PHOTO BOOTH - OPEN STYLE OPTIONS INCLUDE:

CHOICE OF BACKDROPS:

- BEACHWOOD WHITE, SHIMMERY GOLD, SHIMMERY SILVER, OR GREEN SCREEN EFFECT

(2) PHOTO BOOTH ATTENDANTS

4 HOURS OF UNLIMITED PHOTOS

PHOTO PROPS

UPLOADS TO SOCIAL MEDIA

CHOICE OF 2X6 OR 4X6 PHOTO PRINTS

CLIENTS RECEIVES AN EMAIL PHOTO LINK WITH ALL THE PHOTOS IN STRIPS, INDIVIDUAL COLOR AND B&W

\$1,750

WEDDING ALBUM FOR PHOTO STRIPS & GUESTS _____ 250

Additional Options



SOUTHAMPTON | WESTHAMPTON CC | WESTHAMPTON GREAT LAWN | THE BRIDGE GOLF CLUB

WHITE PODIUM/LECTERN (SEE PHOTOS ABOVE) _____ \$ 275EA

DISPLAY SCREENS (SEE PHOTOS ABOVE)

60" 65"

FLAT SCREEN ARE MOUNTED ON A 6.5" TRUSS _____ \$ 650EA \$ 750EA

6' x 8' REAR PROJECTION SCREEN _____ \$ 975

EVENT / ZAP PHOTOS

4 HOUR ZAP SHOT PHOTOGRAPHER WILL CAPTURE 100-250+ CANDID STILL FRAMES \$ 975



CLUBHOUSE HAMPTONS | SPARKLING POINTE | PELLEGRINI VINEYARDS

LOVE - LETTERS EACH LETTER IS 45" TALL WITH WHITE EXTERIOR & HEARTS _____ \$ 275

NAVY OR WHITE COLOR TENT 10X10 RENTAL WITH DJ PACKAGE _____ \$ 150

PARTY PROPS AN ASSORTMENT OF GLOW PRODUCTS, HATS, LEIS, INSTRUMENTS \$3.75/PP \$300 MIN ORDER

BACKYARD MOVIE NIGHT SELECT YOUR FAVORITE MOVIE AND HAVE IT DISPLAYED ON OUR 16' DIAGONAL INFLATABLE SCREEN W/PROJECTOR, & SOUND SYSTEM UP TO 3 HRS ___ \$1,275

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Popular DJ Package Pricing

ALL RECEPTION MUSIC IS MIXED LIVE!

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Montauk Hwy



EAST END DJ'S 4 HR RECEPTION	
CLASSIC BLACK DJ BOOTH	\$2,500
UP TO 16 UP-LIGHTING UNITS	\$1,300
TOTAL	\$3,550
PACKAGE PRICE	\$3,000

Main Road



EAST END DJ'S 4 HR RECEPTION	
CHOICE OF DÉCOR FRONT BOARD & SPKRS	\$3,000
UP TO 16 UP-LIGHTING UNITS	\$1,300
TOTAL	\$4,300
PACKAGE PRICE	\$3,750

27 East



EAST END DJ'S CLASSIC 4 HR	
CHOICE OF DÉCOR FRONT BOARD & SPKRS	\$3,000
UP TO 32 UP-LIGHTING UNITS	\$2,600
TOTAL	\$5,600
PACKAGE PRICE	\$4,300
PLUS TAKE 10% OFF ANY 4 HOUR RECEPTION LIVE MUSICIAN	

Ferry Rd

Let's Create a Custom Package That's Right For You

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HOW TO HIRE THE BEST DJ/BAND?

Consider the total impact the entertainment portion has at a wedding. The entertainment creates the festive vibes and is ultimately responsible for the smooth transitions and many of the fun candid photos. Entertainment is the most important decisions you will make.

Facts

72% of all couples said that they should have spent more time choosing their reception entertainment and made it a higher priority.

78% of couples said they wish they had made the entertainment their highest priority

81% guests said they remembered the entertainment the most. [source – the knot]

Helpful tips to help you make a confident decision:

Things to Consider

1. How important is the entertainment to your event?
2. What is your music vision? There are various options and styles.
(DJ, band, live musician, DJ/musician combo)
***Do they have experience playing your requested music genres?
3. Are there any special location requirements needed?
 - How many sound systems are needed? Ceremony, Cocktails, Reception
 - Is there a need for wireless speakers with multiple rooms?
 - Does the entertainment company need to bring their own power?
4. Do you need additional audio/video support for the rehearsal dinner or after-party?

Do Your Research

1. Carefully view the company's website & social media pages.
(view pictures, videos, reviews and available packages)
2. Ask venues and event professionals who they recommend and why?
3. Research the owners name
4. Read reviews from various sources to get a more accurate portrayal of a business.

Make the Call

1. Allow the company to describe their event style & allow them describe on their experience.
2. What type of events do they do most?
3. How many events they do a weekend/year? Quantity vs. Quality of events
4. How many songs are in their repertoire?
 - Are the songs **all** on a hard drive or they have to depend on Wifi to download the songs?
 - What happens if the Wifi signal or power is lost?
5. How many songs can be requested?
6. Do they take breaks?
7. What kind of equipment is used? Is there a backup system?
8. Are there any additional costs? Admin. Fees (hidden profit fees)?
9. Do they have event insurance?
10. ***How many years experience does your assigned DJ/Band have total? And how long are they with the company?

*Thank you for taking the time to learn about us.
We look forward to hear from you soon.*

**Congratulations,
Michael Variale
631.833.4149**

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