



# THE ULTIMATE GUIDE TO WEDDING DJ PRICING IN MONTREAL

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# INTRODUCTION

With so many to choose from in Montreal, choosing the right wedding DJ can be difficult. Most people do not know what to expect from a professional wedding DJ nor what to expect when it comes their pricing.

The intention of this guide is to shed some light on the various price ranges that exist in Montreal for a wedding DJ and MC. Furthermore, this report will cover what each range might offer and what some of the expectations should be in each.

The average price for a professional wedding DJ in Montreal is between \$2500 and \$3500. Are you OK with having an average wedding reception? Or do you want your wedding to be what everyone talks about for years to come because it was so unique and fun?

To get exceptional results you will need to pay an above average price. The benefits of wedding DJ who specializes in weddings will account for over 80% of the success of your reception!



## IF YOUR DJ CHARGES UNDER \$1500, EXPECT

- A DJ that will be a hobbyist: DJing is something this person does from time to time and really only for fun.
- They will have little to no experience performing at weddings.
- These DJ's are the type to cancel on you a few weeks or months prior.
- No planning: Do not expect the DJ to help you plan or coordinate your reception.
- No MC: You are not getting a Master of Ceremonies.
- DJ attire: Do not expect them to be wearing a suit.
- Equipment: They will most likely not have professional equipment, let alone backup equipment. The setup will likely have wires dangling and visible.
- No lighting included.
- No insurance.
- Limited hours: Some DJ companies in Montreal limit their packages to a few hours, be aware of any limits at this price point.
- Musical knowledge may be limited. May not have legal music. May not take song requests.
- No references: They might not have any references, videos, pictures to show you.
- Preparation time: Your DJ will have spent as little time as possible preparing for your wedding.



## IF YOUR DJ CHARGES BETWEEN \$1500 – \$3000, EXPECT

- A DJ with a few years' experience performing at weddings.
- They might act as an MC to make basic announcements.
- Minimal planning: There may be some coordination and discussion of how you would like your reception to flow.
- Multi-Ops (companies with several DJs) often charge in this range, you will not have met your DJ in person until your wedding day.
- Because you don't know your DJ, the reception will most likely be similar to many other weddings you've seen or been to. "Cookie cutter" is another way to think of it.
- DJ attire: Most likely will be wearing a suit, or at least a shirt and tie.
- Professional equipment: Will be using professional gear, might not have backup equipment.
- Some lighting included.
- Limited hours: Here too, be aware of any limits on time, and overtime charges.
- Musical knowledge: will have a broader sense of music over the eras, but might not include everything you'd expect. Surprisingly, some still may not take song requests.
- References: Should have a few pictures or videos to show you, may have general references for the company as a whole, not the individual DJ/MC.
- Preparation time: Your DJ may have spent an hour or two preparing for your wedding.
- Some of these DJ's try to sell you on more gear, more equipment, the latest lights and gadgets. Instead of focusing on creating a memorable, flawlessly run reception.

## IF YOUR DJ CHARGES BETWEEN \$3500 - \$4500, EXPECT

- A DJ with at least 5 to 10 years' experience performing at weddings.
- A more personalized service, you are most likely dealing with single operators now (the DJ and/or MC is the owner and the one performing at your wedding). You will be meeting with your DJ directly, usually once or twice before the wedding to organize your reception, discuss ideas.
- A DJ and an MC: You can expect a Master of Ceremonies and a DJ team once in this price range. The MC will be able to move around the room, work the crowd, interact with the guests and coordinate with your other vendors during the reception.
- DJ and MC will be dressed in suits.
- Professional equipment: Not only are they using professional gear, the setup and stage look should be flawless (no wires showing!).
- Clear sound: In this price range, for larger rooms, expect "filler" speakers to be installed around the room to ensure everyone will hear all the important details. This ensures a comfortable volume during dinner allowing everyone to speak to one another without yelling.
- Lighting included.
- Hours don't matter: Typically in this range, your price will include performance for the entire evening, no hidden overtime.
- Musical knowledge: Will have a good knowledge of the oldies, the classics and today's top hits. Will be able to "read the crowd" during the party. Will have discussed your personal tastes and favorites. Will take song requests!
- References: Should have some videos, photos, testimonials on various sites.
- Preparation time: Your DJ will have spent 5-10 hours preparing for your wedding.
- Although less common in this range, some of these DJ's try to sell you on more gear, more equipment, photobooths, video screens, fireworks and gadgets. Instead of focusing on creating a memorable, personalized and flawlessly run reception.

## IF YOUR DJ CHARGES BETWEEN \$5000 - \$6000+, EXPECT

- The game changes at this point. You are no longer dealing with just a DJ. Expect this professional to collaborate with you to create a celebration full of emotion and love that will give everyone at your wedding a once in a lifetime experience.
- The utmost in personalized service: You meet your DJ/MC, you get to know them and see if you are both a good match for each other. These will likely be single operators and they will be the one performing at your wedding.
- They only perform a limited amount of weddings per year with select couples. Why? This type of DJ/MC is not always a good fit for every couple. The time and effort to create this kind of unique wedding reception typically means they cannot perform 50+ weddings a year.
- Experience: Will have over 10 years' experience performing specifically at weddings. Will have formal performance training as a Master of Ceremonies, Announcing, Improvisation and as a Story Teller. Will attend wedding industry conferences to continue to learn and grow as an artist and performer.
- A DJ and MC team: Being a two-person team, the MC will also be able to move around the room, work the crowd and interact with your guests.
- DJ and MC will be dressed in full suits.
- There will be several planning meetings together to gather personal details and coordinate the flow of the reception and discuss ideas. Expect the MC to take control of the timing of the evening if any changes need to occur, they will manage it for you. The MC will coordinate with the other vendors throughout the night ensuring everyone is on the same page.
- The focus is not on selling you more gear and "things". The focus is on bringing what is needed to achieve the vision you want to create. Using the right equipment to make that happen.
- Completely personalized: Your master of ceremonies will absolutely wow your guests by creating something unique, romantic and truly personalized to you and your story. Personalized introductions for speakers giving toasts and speeches, parents' dances and any other special moments.
- Love Story: This is something unique to you and your partner. It is a story that can be told by your MC about your relationship, how you met, experiences you've had



together, the proposal, etc. This is a one of a kind story that will set your wedding apart from everyone else's.

- Customized Audio Edit: During a special dance, personal voice recordings of you and your partner are inserted into the original song to create something so unique there won't be a dry eye in the room.
- Professional equipment and an absolutely impeccable setup, no wires showing, very clean and elegant. They will have backup equipment on site.
- Lighting included.
- Hours don't matter: Price will include performance for the entire evening, no hidden overtime.
- The right amount of sound: Larger rooms require larger sound systems. This does not mean bigger or louder speakers! Especially for weddings, you want everyone to be able to hear those important moments and have the music not be overly loud during dinner. The only way this can be achieved is by having more speakers throughout the room.
- Insurance: The DJ will have the proper liability insurance. Yes, this does exist and is something all DJ's should have.
- Musical knowledge: Will have excellent knowledge of the oldies, the classics and today's top hits. Will be able to "read the crowd" during the party. Will have discussed your personal tastes and favorites. Will take song requests! On top of that, they will fine tune the evening to include songs that represent you and your families' traditions.
- References: Should have many! Videos, photos, testimonials on various sites, personal notes, feedback forms from previous clients. They should be easily found on Facebook, Instagram, Google, YouTube and online.
- Preparation time: Your DJ will have spent 15-20 hours preparing for your wedding.
- **At this level, these DJs should be confident enough to offer a 100% money-back guarantee, yes you read that right!**





## ENHANCEMENTS

Some DJs also offer audio visual components such as TV's and video walls; other DJs offer photo booths or fireworks, while some offer singers and dancers.

There are far too many enhancements (or "add-ons") to include in this guide. This guide explains the basics of what a true wedding entertainer should be providing in terms of their service as a DJ and an MC at your wedding.

**Keep in mind that if a DJ is trying to only sell you on "stuff" (TVs, cold sparks, dry ice, etc.) instead of focusing on creating a unique atmosphere that represents you, this is a warning sign of a "cookie cutter" reception.**

## IN CLOSING



One thing is for certain, if you get a quote from a DJ in Montreal offering everything listed in the later categories for \$1800; that should raise red flags!

Everyone will have different priorities and expectations. I hope this list will help you determine what is important to you when searching for wedding entertainment and clarify some of those expectations too!

Stefan Jez is a professionally trained wedding MC and DJ specialist in Montreal with over 20 years' experience.

Stefan's goal is to create unique, authentic and creative wedding entertainment experiences that truly represent each couple he collaborates with.

Reach out anytime to Stefan to discuss your wedding entertainment:

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