

P o s i t i v e V i b e s

Wedding Accessories - Professional D.J. & Emcee Services


Office (757)248-3820, Fax 1-757-941-7152 Use All Numbers, E-Mail: info@positivevibes.net

www.positivevibes.net

____/____/____


To: _____

From: The staff of Positive Vibes Inc.



R&B · Latin
Caribbean · Rock
Hip-Hop · Top 40
Gospel · Jazz
Country · Dance
Oldies /Goodies

Positive Vibes Entertainment
Virginia's Best D.J.'s !



**Wedding Receptions • Quinceañeras
Parties • Corporate Events**

Call for a **FREE** demo CD !
(Office) 757.248.3820 (Mobile) 757.404.3743
View our On-Line Video ! **www.Positivevibes.net**

Peace and Blessings,

Hopefully this information packet will be helpful in the preparations for your function. This packet will provide all our basic information and our contract. A down payment of \$75 and a signed contract reserves your date. **Visit our website to view promotional videos & order discounted wedding accessories !**

Our Basic Information:

Positive Vibes began specializing in formal dance occasions in 1991. We began offering wedding accessories at discounted prices in 2004. Please read our information and give us a call if you have any questions.

Our disc-jockeys are trained emcees who can facilitate your event. We will require one table and two chairs for our equipment.

Our office is currently located at 701-A South Military Highway in Virginia Beach, Virginia inside of The Ring. To schedule a meeting please call our office to arrange a meeting.

Our professionals dress in Formal attire in most events as agreed on the contract. During the set-up our employees may not be dressed formally, however we will be dressed accordingly while providing services. We arrive 45 minutes prior to the Starting time. If an earlier set up is required a "sitting charge" will apply. A date is considered booked upon receipt of a signed contract and \$75 deposit + applicable Travel charges. Booking may occur via mail, via our website, or a meeting may be scheduled with one of our representatives. The final payment is due seven days prior to the beginning of the function. We accept credit cards, checks, money order, and cash. Checks are not accepted for the final payment. **Payment must be provided in full to ensure our professional services.** Payment can be made at a final meeting, via mail, via our website (www.positivevibes.net) , or by telephone.

Our contract has areas for your musical requests. We will provide five requested songs, as well as the styles of music you choose for your function if we receive these songs two months prior to the function. These songs will include a first-dance if the function is a wedding. During functions our disc-jockeys will take musical requests from our clients and their guests unless the client request specific music styles without deviance.



C O N S I D E R A T I O N S

Below, we have listed some of the most important factors when choosing a D.J. service.

EXPERIENCE

Experience is an important factor when choosing your D.J. service. Generally, those D.J. services that have been in business for several years are more knowledgeable and reliable than those "fly by night" operations. Also, make sure that the D.J.'s have had experience with your type of event, i.e. wedding receptions, corporate functions, theme parties, class reunions, proms, etc. there is NO substitute for experience. Positive Vibes has been in business for over 10 years providing Virginia with excellent entertainment services.

MUSIC VARIETY

A well-rounded D.J. service should have a variety of music to choose from, since generally there are different age groups at every event. Also, your D.J. should be willing to honor requests, make suggestions as to the type of music that is to be played, as well as play any CDs that you bring if they don't have it in their current selection.

EQUIPMENT

The D.J. service you select should use only professional grade D.J. equipment. The D.J. service should be able to provide music for small groups as well as those numbering in the hundreds. Some type of lighting may be added to the event to provide the dance area with excitement and definition.

REFERENCES

Although references can be misleading (the D.J.'s are not going to give you any bad references after all...) any reliable D.J. service should be able to provide you with several references or phone numbers from some of their past customers. Those references should be relatively recent (within the past six to twelve months). Referrals are an important part of a D.J. service's customer base and account for a majority of their business.

PRICE

You will probably find a wide range of prices when looking for a D.J. The price may vary depending on the day of the week, season of the year, how many hours you want music, or the location of the event. The price may also depend on the amount of the equipment needed or if there is more than one D.J. at the event. One thing remains constant though - you get what you pay for.

THE AGREEMENT

When you finally decide on your D.J. service, be sure to carefully read the paperwork they have sent you. Are all of the details correct? Make sure you agree with the fee, including the amount of hours you'll need music, any travel fees, required deposits, cancellation policies for both you and the D.J. service, how much it costs for extra hours, and the deadline for returning the paperwork.



Our Music Selection:



Filipino Line Dances - Popular Filipino Line dance tunes
R&B - old and New R&B and Soul Music
Latin - Salsa, Merengue, Bachatas, Cumbia, Regaeton, Jazz
Caribbean - Roots & Dancehall Reggae, Soca & Calypso
Jazz, Traditional and modern music
Country, Two step, ballads, line dance, classics
Shag / Beach, Classic & new beach/shag music tunes
Top 40, Dance and pop music
Rock, Dance Rock, 50's rock, Soft Rock, Classic Rock
Hip-Hop, Clean versions of Ol' School & new school Hip-Hop
Dance, Disco, House, Go-Go, Dance Alternative, Techno
Old School, Disco, Funk, Soul
Gospel, Christian instrumentals, Soulful Gospel, Gospel Jazz
Oldies but goodies, Soul, Big Band, Rock, and Pop music

2008 Prices:

***Ceremony P.A. system - \$200 for (two hour staffed service package)**

Package includes Speakers, Amp/mixer of 4 inputs, 1 Cordless mic, 1 corded mic w/ stand, & C.D. or cassette player. Music ½ hour prior to ceremony, 1 hour for ceremony, ½ hour following. Includes delivery, set-up, and staffing.

***Ceremony P.A. system plus - \$260 for (2 hour rehearsal & 2 hour event package)**

Provides 2 hour staffing & system for the rehearsal the ceremony ! Speakers, Amp/mixer of 4 inputs, 1 Cordless mic, 1 corded mic w/ stand, & C.D. or cassette player. Music ½ hour prior to ceremony, 1 hour for ceremony, ½ hour following.

Total reception package: Up to 6 Hours - \$1250

A totally personalized event experience ! Provided by our super exciting veteran - DJ Seko Varner. Formally attired D.J., light show, Sound appropriate for your attendance. Extreme facilitation and announcements. Ceremony coverage, Multimedia showcase, projector & Screen, and additional services.

Budget reception with facilitation: 4 Hours - \$620 3 hours - \$570

Formally attired D.J., Sound for your attendance, D.J. announces & facilitates event. Provided by our exciting & motivational D.J.'s Jeff Henry, Aldred Foreman, Danny Rodriguez, Johnathan Ramirez, & Hot-Rod Cannon.

Basic reception: 4 Hours - \$450 3 hours - \$400

Formally attired D.J., Sound for your attendance, D.J. does not announce nor facilitate.

Family Reunion (The fun & family package) 4 Hours - \$600 3 hours - \$550

Small dances (200 or less) 4 Hours - \$500 3 hours - \$450

Large dances & Proms (201 or more) 4 Hours - \$600 3 hours - \$550

40 Photo montage \$180

Projector & screen \$160

Additional hours \$50 per hour

Waiting fee - \$35 per hour

We set-up 45 minutes prior to starting, if an earlier set-up is required a waiting fee will be added.

Referral Listing

Pearl Taylor, Wedding Coordinator	757- 406-7947
Isha Foss, Isha Foss Events Coordination	757- 479-1095
Uncle Buck or Mrs. Marshal, Video Keepsakes video services	757- 466-1206
Custom Photography Limited	757- 498-0205
Keith Cephus, Keith Cephus Photography	757- 430-2169
A Wedding Creation, Full wedding and event services	757 -896-9800
Station Manager - W.H.O.V., Hampton University	757- 727-5670
Sarr Whittaker, Touch of Elegance L.T.D.	757- 874-5180
Eclipse Photography & Design	757- 523-6200

What our clients have said about Positive Vibes



Positive Vibes Inc.
D.J. Services & Accessories
701-A South Military Highway
Virginia Beach, VA 23464
757-248-3820

Dear Positive Vibes,

Thank you so much for your services during our Wedding Reception. DJ Hot Rod was the perfect compliment to a beautiful day. He was extremely professional and was so "in tune" with our guest that it felt like he was part of the family. Rod made sure everything ran smoothly and kept the part rocking all evening long. Positive Vides will always be a part of our formal parties and DJ Hot Rod will definitely be the first request. Thank you so much for making our wedding day special and we love the personal touch that Rod provided.

Thanks Again!

Charles & Katrina Bankins
Charles & Katrina Bankins

THANKS FOR A
JOB
WELL DONE !



WAY TO GO Positive VIBES "

MR. AND MRS. ANTHONY L. WATKINS

June 1, 2005

Positive Vibes
5301 East Princess Anne Road
Norfolk, VA 23502

Dear Positive Vibes,

Thank you so much for doing such a wonderful job as DJ at our wedding. We really enjoyed the music – and we heard that the party continued long after we left. Many, many of our guests have commented on how great the music was and what a good time they had "getting down" on the dance floor. Thank you for ensuring that our party was a hit. We'd also like to commend Positive Vibes for its professionalism – it truly made doing business with you easy and worry free. Thank you again!

Warmest Regards,

Nerusa & Anthony



110-45 71st ROAD • APARTMENT #7N • FOREST HILLS, NY • 11375
BUSINESS BY APPOINTMENT ONLY • MONDAY - FRIDAY 9AM - 5PM

To the Positive vibes Staff,

Thank you again for the DJ services that you provided for our wedding on June 28, 2003. Everything was well done, very professional, and the music was great! We will recommend you highly.

Christina + Earl Askew

Serko,

Thank you so much for making our reception a success. You did such a wonderful job as MC. I still have people commenting on the professional job that you did.

Antoine + Kisha

POSITIVE VIBES INC. (D.J.S & ACCESSORIES)

701-A South Military Highway Virginia Beach, VA 23464
 For questions call 757-248-3820, 404-3743 or
 email info@positivevibes.net

THANK YOU

Kathryn Wijinaldum
 4126 River Breeze Circle
 Chesapeake, VA 23321

Thank you for hiring Positive Vibes Inc. (D.J.s & Accessories) for your Celebration on 1/27/2007 at North Hampton Community Center - Hampton in Hampton, we appreciate your business. We would appreciate you giving us some feedback on Aldred Foreman, Jr. and 's representation of Positive Vibes Inc. (D.J.s & Accessories) at your event. We continually strive to improve our event services, your input would greatly help in this process. Please fill in your responses below and return this letter in the enclosed self-addressed stamped envelope.

Based on your Celebration, please rate Positive Vibes Inc. (D.J.s & Accessories) in the following areas:

Music Played:	<input checked="" type="checkbox"/> Excellent	<input type="checkbox"/> Good	<input type="checkbox"/> Fair	<input type="checkbox"/> Poor	
DJ(s) Performance:	<input checked="" type="checkbox"/> Excellent	<input type="checkbox"/> Good	<input type="checkbox"/> Fair	<input type="checkbox"/> Poor	
DJ(s) Appearance:	<input checked="" type="checkbox"/> Excellent	<input type="checkbox"/> Good	<input type="checkbox"/> Fair	<input type="checkbox"/> Poor	
Sound Quality:	<input checked="" type="checkbox"/> Excellent	<input type="checkbox"/> Good	<input type="checkbox"/> Fair	<input type="checkbox"/> Poor	
Lighting Effects:	<input checked="" type="checkbox"/> Excellent	<input type="checkbox"/> Good	<input type="checkbox"/> Fair	<input type="checkbox"/> Poor	<input type="checkbox"/> N/A
Equipment Appearance:	<input checked="" type="checkbox"/> Excellent	<input type="checkbox"/> Good	<input type="checkbox"/> Fair	<input type="checkbox"/> Poor	
Customer Service:	<input checked="" type="checkbox"/> Excellent	<input type="checkbox"/> Good	<input type="checkbox"/> Fair	<input type="checkbox"/> Poor	
Planning Assistance:	<input checked="" type="checkbox"/> Excellent	<input type="checkbox"/> Good	<input type="checkbox"/> Fair	<input type="checkbox"/> Poor	<input type="checkbox"/> N/A
Overall Rating:	<input checked="" type="checkbox"/> Excellent	<input type="checkbox"/> Good	<input type="checkbox"/> Fair	<input type="checkbox"/> Poor	
Comments:					

By far my best experience w/ DJ.

May we share these comments with others? Yes No

Thank you for your business and valuable input.
 Sincerely,



Adrienne Bacon
 Positive Vibes Inc. (D.J.s & Accessories)

Wedding Reception Announcements & Facilitation

The announcements & facilitation incorporate many of the responsibilities shown below:

- Make any necessary announcements prior to wedding party's arrival such as info' regarding hordoruerves, estimated arrival time of wedding party, etc....
- Announce to guests that the introductions will take place soon
- Line up wedding party and review names
- Find out where photographer/videographer will set-up to ensure flow and best placement
- Ensure the wedding Party has enough room to move from entrance to placement
- Ensure music for introductions is set
- Place the person making the prayer near the area where the bride and groom will be placed to be prepared for the blessing of the food and event. Direct the person on the proper use of the particular microphone to prevent sound problems
- Introduce wedding party (add special inflections, jokes, highlights to make the introductions memorable)
- Introduce Bride & Groom
- Pre-announce & Announce first dance. (Pre-announcing occurs 5 minutes prior to an event.)
- Pre-announce & Announce any other special dances.
- Announce & direct person making the blessing from the pre-determined spot for blessing
- Pre-announce & Announce other reception activities.
- Ensure that wait staff is ready to dispense the toasting beverage if a special toasting beverage will be used.
- Announce to guests that wait staff will dispense toasting beverage "Do not drink the toasting beverage until the toast" or announce to guests to personally obtain the toasting beverage or guests may want to refill their glasses as they will be using whatever beverage they have for the toast.
- Pre-announce & Announce toast.
- Pre-announce & Announce cake cutting, garter & bouquet, ring dances, and any other events that the bride & groom have chosen to be a part of their wedding reception..
- Do everything above and more and make everything above fun, exciting, and involve all guests into the activities



Basic Reception Package – Your coordinator/Facilitator/ Directress/Director coordinates the event and makes all announcements and facilitation. Our staff handles the music and microphones and keeps the dance floor moving upon the open dance floor times. With this package all event information will be sent to our office. Our general manager will compile all of the music requests and prepare our DJ for your event.

Budget Reception Package – Our staff handles the announcements, facilitation, the music and microphones, and keeps the dance floor moving upon the open dance floor times. If you need any planning assistance our General manager assists you in the planning of your event. Our managers compile music requests and prepare our DJ for your event. Your assigned DJ will review the final information submitted the week of your event for a final confirmation. **Up to 60% money back guarantee that you will love our services.**

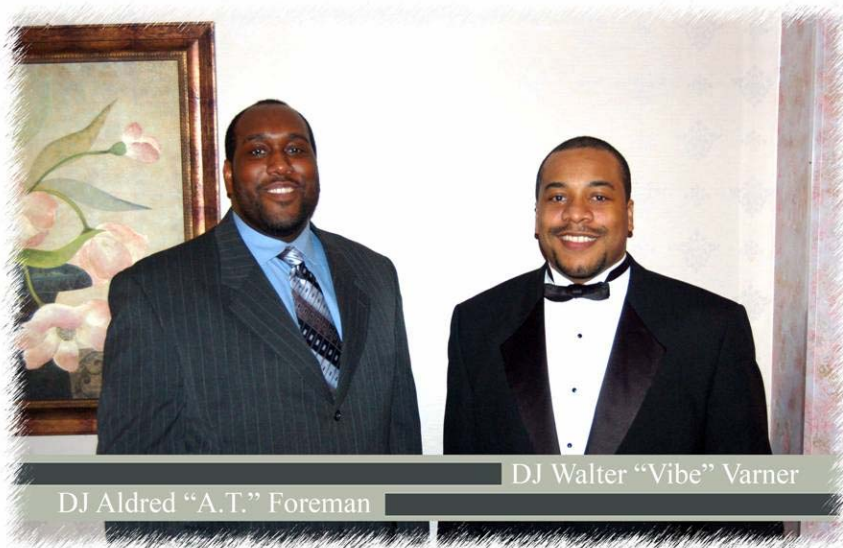
Total Reception Package – Our most seasoned staff, who have consistently received extreme feedback, bring experience and extreme levels of excitement to your special event. Our Extreme staff will handle the announcements and facilitation. We handle the music, microphones, and party atmosphere to keeps the dance floor moving and everyone entertained. Our Extreme staff are event artists, making each event extremely fun, special, and memorable. Guests change from spectators into celebrants ! Extreme wedding party announcements, guest celebrations, a mini-love-story introduction of the bride & groom, a love story, high energy light show, a 40 photo-montage projected onto a large screen, tailored surprises for your guests, and totally personalized event to reflect the uniqueness of your bond. Planning meetings are done directly with assigned DJ. **Up to 80% money back guarantee that you will love our services.**

Family Reunion Package:

You bring the family, we bring the fun ! You have a family of diverse ages and tastes. Let's send them all to their rooms exhausted! Lets do the Soul-train, line dances, the Limbo, a father/daughter dance, the 'Mama' dance, a couples dance, a ring dance, a soulful sing-a-long, the hokey-pokey, musical chairs, and then have an all out party ! Package includes Formally attired and energetic D.J. who facilitates and announces all of the fun events at your reunion, an array of appropriate-tasteful-exciting music, D.J. sound system with cordless microphone, corded microphone for talent shows and speeches, back-up staff in case of emergencies, and one light show which features colored lights which dance to the beat of the music. Let's create the reunion event to be talked about for years to come! We help with the planning ! Wanna' add gifts & favors ? Holla' back !

Ceremony Sound System:

This package includes our staffing and sound for 2 hours at the rehearsal and 2 hours at ceremony for outdoor ceremonies or venues without a sound system. Includes a c.d. player, cordless microphone placed between Bride-Groom & officiator, corded microphone on stand for a singer or reader, mixer and speakers, delivery, set-up, removal, and sound staff. Music begins 1/2 hour before event, programming



throughout event, music as guests leave. We create the music compilation and have it prepared for your rehearsal ! Client is responsible for providing electrical power.

Photo Montage:

Our Deluxe montage package ! Thrill your guests as they enjoy a montage of 40 photographs set to your choice of music with visual segues and transitions. This package includes higher quality visual and text special effects than is available in our basic package. Created by Positive Vibes' Photo Montage Artist Leonard Gonzales who will even improve your photos and use all the special visual tricks at his disposal to make a spectacular presentation. Placed upon a DVD. Includes viewing one week prior. A separate deposit required at the time of receiving the materials to produce the montage.

Digital Projector & Screen: Large 8x8 screen, projector, and DVD player or lap-top computer set up 1 hour prior to event, staffed for 2 hours, and removed by staff.

School Prom/Ring Dance:

Prom or formal dance with 600 guests or less. Package includes online event planning and online musical request-list development, four hours performance time, 1 Formally attired and energetic D.J. with your requested music, 2 500-1000 watt full range speakers, 2 bass speakers, mixing board/amplifier, back-up staff in case of emergencies, and 2 light shows which features colored lights which dance to the beat of the music. The light show creates excitement to your dance floor and your event.

Positive Vibes Inc. – Disc-Jockeys & Emcee Services

Office (757)248-3820, Fax (757) 855-1959, Emergency (757)404-3743, E-Mail: info@positivevibes.net

2008 Contract for D.J. & Emcee Services – Prices expire Jan. 2009

Circle the desired package:

Total reception package: Up to 6 Hours - \$1250

A totally personalized event experience ! Provided by our super exciting veterans - DJ Seko Varner or Walter "DJ Vibe" Varner. Formally attired D.J. with assistant, light show, Sound appropriate for your attendance. Extreme announcements & facilitation. 40 shot photo montage, projector & Screen, and Ceremony coverage.

Budget reception: 4 Hours - \$620 3 hours - \$570

Formally attired D.J., Sound for 70 to 300 people, D.J. announces & facilitates event. Our exciting & motivational D.J.'s Aldred "A.T." Foreman, Johnathan Ramirez & "Hot-Rod" Cannon.

Basic reception: 4 Hours - \$450 3 hours - \$400

Formally attired D.J., Sound for 70 to 300 people, D.J. does not announce nor facilitate.

Family Reunion (The fun & family package) 4 Hours - \$600 3 hours - \$550

Small dances (200 or less) 4 Hours - \$500 3 hours - \$450

Large dances & Proms (201 or more) 4 Hours - \$600 3 hours - \$550

**P.A. System plus- \$260 P.A. System - \$200 Sitting fee - \$35 Additional hours - \$50 per
40 Photo montage \$180 Projector & screen \$160**

Wedding reception only: Bride's Name: _____ Groom's Name: _____

Attire of your DJ? Formal / Casual **Number of guests?** _____

Circle the style(s) of music desired at your function:

Line Dance R&B Latin Caribbean Country Hip-Hop Jazz Top-40 Oldies
Old School Dance Rock Gospel Beach / Shag Music

Musical requests (1) _____ **(2)** _____
(3) _____ **(4)** _____ **(5)** _____

Positive Vibes will provide our services for (client) _____ on the date of ____/____/____ from ____ (a.m. / p.m.) until ____ (a.m. / p.m.) for the price of _____ which includes a _____ non-refundable deposit. The deposit guarantees the booking of the date and assignment of the entertainer/D.J./emcee. **The balance is due seven (7) days prior to the function. Out of state checks are not accepted for the final balance.** If assigned D.J. cannot provide services - back-up staff or a staff switching will occur. If our staff is unable to service your event, and our services were not contracted at a discounted price, we will find comparable services for your event at no additional charge to the client. Client will be responsible for differentials if contracted at a discounted price. If a function representative cancels the function on the week of the function, one half of the balance will be returned. If a function representative cancels the function after our professionals arrive the balance will be retained. Client must provide shelter for our staff and equipment for outdoor events. Bounced checks receive a \$30 fee. Telecheck collection services may collect funds after a check(s) bounces, client is responsible for all associated collection fees. **Our D.J.s include:** Danny Rodriguez, "Hot-Rod" Cannon, A.T. Foreman, Seko VArner, and Head Disc Jockey: Jeff Henry.

Address, Directions, Contact & Phone # of facility

Signatures

Function representatives' signature
Name _____
Address _____
City _____ State _____ Zip _____
Phone #s _____

Client's Email: _____

Today's Date ____/____/____ Positive Vibes Representative _____

Musical Request Sheets

Office (757)248-3820, **Fax** (757) 248-3319, **Emergency** (757)404-3743, **E-Mail:** info@positivevibes.net

Must Play List (20 songs)

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

Do Not Play These Songs List (7 songs)

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

_____ performed by _____

Companies we recommend for your special day !



www.happilyeverafter.be

Facilities

Norfolk Botanical Garden
757-441-5830 Extension 320

Entertainment & Limos

Mary Margaret Jones Harpist
757-538-1734

JuJu & the Afterhours Band
757-241-1758

Park Avenue Limousines
757-461-1331

Positive Vibes D.J.s
757-248-3820

Rexpert Sounds Disc Jockeys
757-420-4200

Accessories

30% off Wedding Invitations
757-248-3820

Simplicity Bride
615-287-9953

The Pampered Chef
757-615-7391

Wedding Fashions & Jewelry

Gowns Expression
757-431-0002

Queen's Bridal & Formal
757-827-3254

Sparkle With Envy
757-714-6502

Beauty, Decor, Floral Arts

American Laser Center
248-426-8250 Extension 266

Chabot Floral Buff
757-363-1991

Greenleaf Celebrations
757-588-3525

Isha Foss Events
757-479-0195

Mary Kay by Lady Cham
757-287-6754

Cakes & Catering

Angel Sweet Cakes
757-588-3525

Grand Affairs - The Caterer
757-460-9786

Merrills' Deserts
757-839-3541

Photography & Video

Bobby Sivills Videography
757.416.1999

Brooks Photography
757-482-9189

Cherish The Moment Photos
757-515-3144

Eclipse Photography & Design
757-523-6200

L. G. Studios
757.532.6012

Lee's Photography
757- 719-1928

OnOn Digitography
757-368-7800

Wedding Planners & Ministers

Dr. Rev. Samuel Varner, DD
757-424-5079

Isha Foss Events
757-479-0195

Rev. Angela Wade
757-851-2334

Voila' Events
757-461-0470

www.happilyeverafter.be