



How To Be A DJ

Perfect The Art Of Playing Records On The Decks!

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Chapter 1 - What Is A DJ?

When you think of a DJ, you may think of someone who plays songs on a radio, someone who plays songs at a wedding or someone who spins records on decks at clubs. DJ is an acronym for a disc jockey, a term that began in the 1950s when radio personalities first came into the picture. Although music was played over the airwaves for decades prior, the DJ was a personality figure who appealed to teenagers. The 1950s was the first decade where the value of marketing to teenagers came to light. As a result, those who played popular songs on the radio not only had to play the top songs, they had to also have personalities that the teens admired so that they would listen in to their broadcast.

The DJ has been an institution in the radio industry over the past 50 years, although the role has changed dramatically, especially over the past 20 years. In the 1980s, new technology made it possible for people to become a DJ for a wedding as well as other events. Hiring a DJ to play music at a wedding over amplifiers was considerably cheaper than hiring a live band. As a result, there was a whole new venue opened up for those who had considerable knowledge of music and the money to purchase the equipment.

House music was also born in the 1980s. This consisted of mixing various different types of music, usually from recordings, and making them into a unique sound of their own. This can be done in a variety of different ways, although a good DJ who plays in a club will use vinyl records to create their own sound. Vinyl records and turntables, once considered a relic of the past after the advent of the CD and CD players, made a comeback in clubs.

Putting it simply, a DJ is someone with a considerable knowledge of music, a large collection of music and who knows how to play the music in a way that others will want to listen to the music. Someone can be a DJ on the radio, a DJ in a club or a DJ playing for weddings and parties. Although you should go to school for broadcasting if you want to get on the radio, you do not have to have any type of degree to start your own business as a DJ who plays at weddings and other events. You do need a following in order to become a DJ for a popular club.

The most important attribute a DJ has is a vast knowledge of music and what people want to hear. The second most important attribute of a DJ is their personality. Both of these factors combined can make someone into a very popular and well paid DJ. These attributes are not learned in a classroom, but they can be acquired through studying music as well as the art of entertaining others.

By reading this book, you will learn how you can get started in the exciting world of spinning records for others. Whether you hope to get a job in a hot club as a DJ, or if you just want to do your own thing and have a business where you earn money on the side for playing at weddings and other events, you can do it by following the instructions that are outlined in this book.

Chapter 2 - Learn All About Music

The most important attribute a DJ has to have is a vast knowledge of music. Not just popular music, because this comes and goes throughout the decades, but all music. A good DJ will know the right song to play and when. Even a DJ who mixes vinyl in a club knows which sounds go well with one another. Being musically inclined is vital to someone who wants to be a DJ. This does not necessarily mean that they know how to play a musical instrument, but they should know all about music, from classical to hip hop, in order to be a successful DJ.

The most successful of all of those in the DJ business have a great appreciation for music. They are well aware of all the genres and although may prefer one over another, realize that all music is basically a combination of several different types of music. Musicians today all got their inspiration from musicians from the past. Who got their inspiration from musicians of the past. And so on.

Consider, for example, the band Oasis. Not difficult to realize their basic influence, which was The Beatles. The Beatles, on the other hand, were influenced by a variety of different musicians, including Elvis Presley. Presley was influenced by other musicians as well as other genres, including gospel. All music today stems from a variety of different genres.

Most people think that the club DJ only spins vinyl using club mixes. However, they have to get the music for these mixes in some way. Many of them will use a combination of pumped in sound through synthesizers as well as vinyl records that they spin in a certain way that alters the sound. By doing this, they are creating a specific sound. This is similar to playing a musical instrument. However, as anyone who has ever attempted to play a musical instrument knows, not all the sounds that come from the instrument are good. Some of them are bound to be real clinkers if the person who is playing the instrument does not practice and does not have an ear for music.

Some people are born with a natural 'ear for music.' They can pick up tunes in their head and then play them over again on various instruments. They can even compose music in their heads as well. In some cases, these musicians are trained in order to obtain this knowledge of music. In other cases, there is no training involved. Sir Paul McCartney, who is arguably the most successful composer of the 20th Century, has no formal musical training and cannot even write or read music.

You do not have to be naturally gifted in order to obtain success as a DJ, but you do have to know music. You have to have an ear for which sounds work well with others, especially if you are considering a career in this field. Even if you are just looking for a job as a DJ who hosts weddings and parties, you need to know the right songs to play as well as when to play them. The DJ at any wedding is usually like the emcee of the wedding. They get the ball rolling when it comes to dancing, getting the crowd on their feet, settling them down and then getting them to leave when the night is over.

If you want to be a radio DJ, on the other hand, you will have a catalog of music at your disposal. You still need to know the right songs to play, however most of those who work in radio work for a certain station that plays a certain genre of music. When it comes to being a radio DJ, personality is the all important attribute. Chances are your audience have heard the songs you are playing over and over again, and can easily purchase them. Those who tune into your show will want to hear you, as well as any information that you can provide to them about the type of music that they are listening to.

The best way to get an ear for music is to study music and listen to it. Learn what type of music blends well with another type of music and practice creating your own sound. The most successful club DJ s in the industry have their own unique sound that brings people in to listen to them.

The more you listen to music, the more you will learn. You should undertake this study just as you would any other course. In addition to learning the titles of the songs as well as all about the genre, you should learn about the artists and the composers who made these songs popular. You should also learn a bit about music history in order to be successful in this field. Again, the more you continue to listen to music and have an appreciation for the sound, the better you will be at becoming a DJ.

In addition, you need to have a large catalog of music at your disposal. If you are planning on spinning music at a club, you need vinyl albums as well as recorded music. You may download music from the internet in order to get this to play as you spin the vinyl. Most of those who start out in the industry start out with the minimal amount of equipment such as a turntable a vast array of digital music.

When you listen to music, chances are that one genre will appeal to you more than any other type of music. You should stick with this genre if you are going to be successful. Those who are the best in this business are those who have a sincere love for the music that they play. The crowd can feel if you have a love for the music and will respond in turn. If you are just playing music to please the crowd, but not yourself, chances are it will be apparent and you will not be successful. Worse than that, you will start to resent your job. You should love the music that you play as if you are creating it yourself, as an art form, in order to become a truly successful DJ in any type of industry.

If possible, take a music class. Learn how to play a musical instrument. You can also take a history of music class to learn more about the different genres of music that are out there and how they came into existence. The more you learn about music, the better you will be at becoming a DJ.

Chapter 3 - Getting The Right Equipment To Use

Before you can hope to become a DJ, you need to invest in the right equipment. You are going to want to make sure that your sound is well heard. You can invest in equipment that costs thousands of dollars, or get started with a turntable and some downloaded music that you put on your computer. You should also have an amplifier that will be able to turn up the volume.

One important thing to remember about music equipment is that you get what you pay for. If you hope to become successful as a DJ, you are going to want to continue to invest in better equipment so that you can improve the quality of your sound. The better the amplifier, the better the sound. You need to have a very clear sound in order to get the people dancing.

Computers have made it easier to not only acquire music but also to play it to others. However, the stereo sound that emits from most computers is not good enough quality to play for others in a club. You should invest in equipment that will enable you to get started so that the sound that you play is not only audible, but clear as well.

A microphone is also essential if you are going to be a DJ. You are going to be more than just a record spinner, you are going to be a personality. This means that you have to speak over the microphone when you are playing your music. Some of those in the industry will use the mike in a creative way to further amplify the sound. You can get a beginners kit if you want to be a DJ for about one thousand dollars. This will give you all of the equipment that you need to set up in a club and be able to spin vinyl as well as mix in your own music.

There are various ways to get the equipment that you need to become a DJ. The best way to buy this equipment is to get it used. You can often get a better deal on used equipment than you can on new equipment and also get better quality for your money. Buying equipment from a DJ who is either going out of business or one who is upgrading their equipment is the best way to get a bargain on what you need for your outfit.

A turntable is the most crucial piece of equipment for the club DJ. This will enable you to play vinyl as well as mix your own music to the sound of the vinyl record. You can maneuver the vinyl record in a way that you cannot a CD to give you even a more unique sound.

You need to have a way to be able to have the sound heard. You also can use a synthesizer as a way to distort the sound of the music, again to create your own sound. This can create an electronic quality to the sound that you are playing. This may or may not work well with the sound that you are trying to create.

In short, you need to have a way to play music to people so that they can hear it well, over series of speakers and amplifiers that are connected to the speakers. You should have a volume control panel so that you can play with the sound. If you are planning on

spinning records, you need a turntable so that you can also create your own unique music. In addition, getting a synthesizer is a good idea to make your sound unique. A microphone is necessary to have your voice heard.

Some of those who start out in the DJ business start out with very little equipment and gradually begin to build themselves up. Consider older rock bands, for one moment. They did not start off with the best quality instruments when they first began playing. If you have a good sound, and it is clear and loud enough for people to hear, you can then start to add to your equipment as you go along.

Of course, the most important equipment that you can have as a DJ is a large catalog of music. You can get music from various sources, including online downloads. You should have your music organized in such a way that you know where everything is and that you can play the right music at the right time. The more music you have, the more successful you will be when it comes to being a DJ.

When you are looking for vinyl, you can look for used records as well as new. New vinyl albums, which used to be at one time the gold standard when it came to what people used to listen to music, have shot up in price in recent years. Since the CD became the gold standard of music listening in the 1990s, vinyl albums went by the wayside. There was a resurgence in vinyl in the early part of the 21st century and now many musicians are honored when their music comes out “in vinyl.” A vinyl record is a 33 rpm record that plays on a turntable with the use of a needle. At one time, this was one of the few ways that people were able to listen to music that they purchased.

Today, of course, there are many opportunities to get music. You can download a mix of music right off your computer and put it to CD. You can also purchase CD music from a variety of different sources. If you are planning on being a club DJ, you might want to experiment with different types of genres when it comes to your music, so it pays to have music from all different types of genres. If you are planning on getting gigs as a wedding DJ, you should also have a large assortment of music, especially popular tunes and dance music. You want to have the old standards as well as the latest hits when you are planning on hosting parties or weddings so that you can take requests.

There is no reason for any DJ to be without music today. Because it is so easy to download from the internet, and just about any song is available, you can build quite a collection of music when you are becoming a DJ. Getting the music is not as important as organizing it in such a way that you know exactly how to get to it and when. You can do this via your computer. Most of the DJ s today will use their computer laptops as a way to organize their music so that they can get to a certain song within a matter of seconds. Having your music organized by computer is similar to how music is organized in a radio station. The more organized you are when it comes to your music, the better you will be at being a DJ.

Once you have the right equipment for your venture as a DJ, a vast knowledge of music as well as the music itself, then you are ready to begin your work as a DJ. Like any

other type of music that you learn, you have to practice before you actually get out there before the crowd. The more you practice, the better you will be. Consider the idea of taking up the violin and then playing in an orchestra the first time you ever handled the instrument. You would not do that anymore than you should attempt to be a DJ without substantial practice.

Chapter 4 - Experimenting With Music

Practicing being a DJ is not unlike learning to play a musical instrument. Both of them take a trained ear for what sounds good and what does not sound good. Both take practice and time experimenting with sound. You can start to experiment with different sounds as soon as you have all of your equipment ready.

You should have a room where you can practice where you will not only not disturb others, but also where you will be able to hear quality sound. You should mute out as much other sound from the area as you can so that you can create somewhat of a soundstage. This will give you a much better idea of what you are playing and the sound itself.

Begin by experimenting with different types of music from various genres. You can use mixing equipment to get different sounds that may or may not work. If you are planning on becoming a successful club DJ, remember that the key to the music is to get people to dance. In fact, the key to any DJ music, with the exception of the radio DJ, is dancing. So you are going to want to be sure that you have a nice backbeat to the music that can create the dance music.

You should have some sort of recording device that you can use so that you can actually hear the music that you are playing. You should record all of the music that you play because you never know what will work. You might like a certain portion of what you record, but dislike another part of the same music. By keeping track of the music that you are playing, you will be better able to create mixes.

The more that you experiment with music, as well as with the turntable to make it more effective dance music, the better your sound will become. Once you are confident that you are creating a sound that is not only pleasing, has a good dance beat and is something that you can easily recreate, you can then start out by allowing friends to come over to take a listen. Creating music as a DJ is an art form. As is the case with any other type of art form, most people are comfortable sharing their art after they feel that they are a little bit more confident in what they are doing.

At first, you may feel as though you are just creating noise. As you begin to get more familiar with the sounds that you are creating, however, the more the noise will turn into something more pleasant and something that others will want to hear.

One of the most important aspects about being a successful DJ is creating your own sense of sound. This holds forth for any type of musician. A DJ should consider themselves a musician of sorts. The most successful of all musicians are not those who simply copy what others are playing, but put their own unique spin to the sound. Be daring and start to get as creative as you want to be when it comes to playing your music.

After you have friends over to listen to what you are spinning, take their advice, but with a grain of salt. If you feel strongly about a piece that you created, do not feel

discouraged just because someone else does not like it. There is an entire list of artists who were turned down by those who were prominent in the industry because they did not fit the mode of what was marketable. The true musical artist plays what they feel in their heart, not just what others want to hear.

That being said, if you want to get gigs, you are going to have to give the people what they want. George Harrison might have been able to get people to sit through hours of Sitar music at the “Concert for Bangladesh,” but until you have reached his status, it pays to play something that is marketable but has a little bit of an edge to make you stand out a bit more.

By standing out among the others, you will not only create your own sound, but also develop your own following. Having your own following is an essential part of being a successful club DJ. As is the case with the wedding DJ, who gets most of his gigs by word of mouth, the same holds forth for the club DJ. The more people who come to listen to your particular sound, the more popular you will be. Once you get to this point, you will be able to write your own ticket when it comes to spinning music in clubs.

Do not be afraid to experiment with different types of music. Take music from all genres and mix them together to create your own special sound. Remember that all music is generally related in some manner. The more you experiment with the different types of music, the better it will be when it comes to developing your own unique sound. You can hit on something that someone that will have people clamoring to listen to what you spin.

Also take into consideration other forms of music, other than just popular music. Many of those in the DJ industry today are looking into ethnic music as a way to create a unique sound. You can put in African, Arabic, Asian or other types of music into your mix. Your mix that you create does not have to consist of all American or British sounds. Use folk music and music that is traditional to other cultures if you want to really create something different.

The more you continue to experiment with music, the better you will become at being a DJ and the more of a sound you will start to create. Do not be surprised if you get hooked on a certain sound when you begin and then follow it until you find another sound that you like better. Artists are not meant to be stagnant, and a spin DJ is an artist. You may not play a musical instrument in a band, but you are entertaining people just as if you were doing just that. You are composing music by mixing in a variety of different music together so that you blend your own unique sound.

Chapter 5 - Learning To Become A Performer

In addition to being well versed in music and having a vast knowledge of sound, a DJ also has to be a performer. You can probably pick out some rock stars in your head who you have seen in concert. Some of them are born performers who excite the crowd. Others are not comfortable performing in front of others and would rather be recording and making music. Most successful musicians today have to have some sort of magnetic performing magic to them in order to get heard. Even older groups that have been around for a long time are still touring to promote their music and get their fans jumping.

In addition to your zest for music, you also have to have a zest for people. When you are playing music for people, whether you are at a club or at an event, you have to like the people. This is not a career for a shrinking violet. It is a career for someone who is gregarious and who truly enjoys entertaining the crowd.

Part of being a DJ is being a personality. Someone who is an artist with the music but who also knows how to get people in the mood to have fun. Again, the DJ is the emcee of any event, so you have to not be afraid to get your voice out there.

How do you get to the point where you are ready to have your voice heard and do not feel shy about speaking in front of people? You practice. The first biggest fear of most people is speaking in front of a crowd. Second is death. Yes, death is second to speaking in front of a crowd. However, once you can get used to speaking in front of people and entertaining them, it is easy. The first time you perform as a DJ, you may feel a little nervous. But as you continue with this career, it will get easier and easier for you.

Years ago, a radio DJ was the only DJ around. They all had gimmicks. As competition grew, so did the need for an audience. So they started to come up with various ways that they could get listeners to their stations. One of the most popular of all of the big time radio DJ personalities was Wolfman Jack. People listened in to his broadcast not so much to hear his songs that he played, but also to hear him. In addition to playing music, he would take calls from listeners. He was a legend in the industry until his death. He had a very gruff voice and would often howl, like a wolfman, thus giving him the name. Throughout the years, people have tried to come close to having this sort of following, but no one quite did.

Today, radio personalities are often talk show personalities. Few who play music have a cult like following like Wolfman Jack. But if you want to be a DJ in a club or even play at events, then you need to develop a personality that is both your own, as well as interesting to others.

While the gimmick might have worked wonders years ago, a gimmick today seems corny. Unless, of course, it does not seem like a gimmick. Wearing a certain type of clothing can make you stand apart. Having a certain accent can make you stand apart. Speaking in a certain manner may make you stand apart. Of course, your music is the

most important part of your DJ career because without that, no gimmick in the world will continue to hold you up, but if you can combine a gregarious personality that has a unique quality to it as well as play great music, you can really have it made in the DJ world.

The most important part of developing your DJ personality is to develop your own personality. Not the personality of someone else. You are going to want to be yourself, but also make the most of what sets you apart from others. There is something that sets everyone apart from everyone else. No two people are exactly alike. Use the thing that is different about you, that makes you unique, and capitalize on it in order to give yourself your DJ personality.

A fake persona is usually seen right through by people. You do not have to be outrageous, either, if you want to be a successful DJ. Consider all of the outrageous celebrities who are out there today - do we really need another one? Perhaps you can create a personality that is a bit understated instead of overstated but still makes you stand out in order to get your music heard.

Go into any club where there is a DJ and check them out. Instead of just checking out the people in the club or the music, check out the behavior of the DJ. See what about them makes the crowd like them. In most cases, you will see that they all pretty much behave in the same way. They all have their list of songs that they play, all use the same phrases, the same slang and are all very much alike.

Greatness is achieved by individuality. Think of what you could do differently that would make the crowd not only stand up and take notice to your music, but also to you. Look at how the different DJ s in the club dress. The type of jewelry and hats that they wear. Can you think of anything that would make you stand out that you can do differently?

Sure, you can always get to be more outrageous. But this is just another gimmick and will only last until someone else gets even more outrageous than you. Perhaps you can do something that is unique, that is all your own, and get others to take notice. Maybe a different style of dress. A different way of mannerisms. A different way of speaking that will make you stand out above the others. Standing out above the others is the name of the game when you want to be successful in any type of show business, and make no mistake about it, being a DJ is part of being in show business. Any time you entertain others, you are part of show business.

One way that you can work on your personality is to practice with your friends. Once you get used to performing your spinning in front of people who you know, you will feel more comfortable with people who you do not know. Some of those who get into the DJ business end up bringing someone with them to help them out.

Earlier, we spoke about being a DJ at a wedding or other type of social event. Most of the time, a DJ will have to get started earning money in this way. You may not be able

to spin the type of music that you are looking to play, but this is an excellent way to earn money as well as get used to entertaining people. It also can help you develop your DJ personality.

It is important that you have an outgoing personality when you are a DJ and that you like to get along with other people. You should like to entertain. But do not allow your personality to take over your music. Remember that the music is the number one reason that people are going to clubs or dancing at weddings. They are not there to see you, you are part of the entertainment but not the entertainment itself.

The more you practice your personality skills in front of others, the better you will become at this business. The more gigs you get, the more your confidence will grow. Sure, there will be times when you are off your mark a bit, but this happens to the best of performers. Do not let it get you down. And never let any sort of discouragement, such as a turn down for a job, deter you from what you want to do. The most successful people in the entertainment industry have faced rejection repeatedly. Always remember that "Rolling Stone" said that "Led Zeppelin" would never cut a decent record.

It may take you a little while before you become comfortable with your DJ personality. It may change over a period of time. This is fine. Again, performers are always changing with the times. Even more important, you need to keep your finger on the pulse of what is popular with the crowd when it comes to music. This is forever changing as well. A good DJ has a sparkling personality, knows how to get the crowd to stand up and get dancing and is constantly aware of the ever changing trends in the music industry.

Chapter 6 - Developing Games For Events

If you are a DJ at a club or play at events, chances are that you are going to want to break up the crowd a bit, let them mix a little and also develop some game that the crowd can play not only for fun but also get them to mix a bit. You have most likely been to weddings where dance games are played to entertain the crowd. You should be able to do this if you are going to be successful as a DJ.

The old Hokey Pokey is one of the staples at all weddings. You can put your own spin to this popular game when you act as a DJ. You can play your own type of spin for this song as well as others that are usually used for game purposes. It is good to break up the dancing with games for the crowd as it gets people to mingle with one another a bit more and makes them have a good time.

You should look for different types of dance games that may work when you are practicing as a DJ. This is especially important at weddings and events. Make sure that the games that you develop for clubs or events are appropriate for the events that you are hosting as a DJ. For example, if you are hired for a party for children, the same games will most likely not be appropriate for those that you develop for a club.

You can find games to develop for your DJ events right online. There are a number of different games that a DJ uses to break up the crowd. This is an excellent way to get the crowd going as well as a way to wind a crowd down. You can also use a game as a way to detract people from anything that goes wrong during the course of the event to get people back into the swing of things and away from anything that might have distracted them during the course of the evening.

At the end of the night, or day, depending on the type of DJ party that you are hosting, you are also going to want to wind people down. Most of the time, you can do this with a game and then announce one last song. You should make the songs towards the end of the party or closing of the club. This is when you want to start signaling to the guests that it is time to leave.

By entertaining those at the party or the club with some dancing games, you can be a fun DJ. You will break up the routine of just dancing and allow people to have some fun mingling with one another. If you plan on hosting a wedding, you should make sure that you get instructions from the family as to the games that you want to play. Many families will expect the regular favorites that are at other weddings and may be disappointed if you spoil the special day by not playing certain DJ games.

In some cases, a family may want you to provide them with certain ethnic related DJ games for events. There are hundreds of different games that anyone who wants to be DJ should know before they start any event. The most important thing that you realize when you are hosting such an event that you understand what people want and that you provide them with what they want in a way that they will be pleased.

Chapter 7 - Getting Your First Gig

Chances are that your first gig as a DJ will be something small and maybe even family related. The best chance you have of getting a gig is through a family member or by hosting a wedding or some other party. While you wait to for your big chance to become a DJ at a club, you may have to make ends meet by doing DJ work at a variety of different functions. Weddings are a big deal and you probably will start with something smaller than that.

It is important that you take your DJ responsibilities seriously no matter what type of gig you get. You will get work by word of mouth as a DJ. This is true even if you work in a club. If you have a good reputation, one of showing up on time, making people happy, playing the right music and doing your job, you will get good references. If you have a poor reputation, word will get around. No matter how talented you think you are, no matter how good of a performer you think you are, you have to give the people what they want or else you are not going to get any more work. It is as simple as that.

Make sure that you test all of your equipment before your first gig. You should have a pretty good idea of what people want when you do this gig as well as any special requests for songs. You should ask whoever is hiring you for the gig if there are any songs that they want performed at the event or any games. Make sure that you have the music and that you do a test run. Most of the time, events where someone hires a DJ is a once in a lifetime event. For you this is just a job, but for some people, they plan this event for months and in some cases, even years. In many cases, it is a once in a lifetime event.

You should go over your routine with the person who hires you for the event. Make sure that there is nothing that you are leaving out. If, for some reason, you are doing a wedding, the guests as well as those in the wedding will depend on you to keep the party going and to make sure that you make everyone happy with the music.

It is a good idea to start your DJ career playing for weddings or other events. This can not only get you used to performing in front of crowds, but it can also give you money that you need to improve your equipment and get more music. Just as someone who is looking for an acting job will often take another job in a field close to acting, you should also take a job that will pay the bills and still enable you to pursue your dreams of spinning disks.

You cannot expect to walk into a club and take over on your first night. You can, however, continue to go to clubs and look for jobs while you are not engaged doing paying gigs. The minute that you get your first job at a club, you can then pay more attention to your music mixing than you do to your wedding DJ activities. In the meantime, you will have made enough money to have accumulated more music as well as better equipment.

If you are looking for a paying DJ job at a new club, the best way to do so is to talk to the owner and then produce a demo tape. You can offer to work one night in the club as a

test. You should never offer to work for free, however. Oddly enough, people who offer to work for free are not taken as seriously in any kind of business as those who demand payment. By producing a demo tape and talking to the club owner, you may be able to get a job.

Do not expect your first DJ gig spinning records to be on a Saturday or Friday night, either. Chances are that you will be given a job during the week. You will have to work your way up towards the higher paying gigs as you continue to wow the crowd and gain an audience. Club owners are interested in making a profit in their club. The more people you bring in, the more they drink. The more the people drink, the more money the club makes. That means that if you have a following, you will be promoted. This is how it works when you are working as a DJ in a club.

Always be professional. Always test your equipment before you even get started. Make sure that you study the club before you even start so that you know what type of music that they play and what the people like. Remember that scene from “The Blues Brothers?” Where the blues band walked into a Country and Western bar to play the blues? It was funny in that film, but will not be funny if you do this in a real club. Make sure that you know what they like and give the people what they like.

This does not mean that you have to be a carbon copy of every other DJ in that club. You gradually want to start to bring your own mix and your own personality to the club. For your first gig, you may even want to play one of your own mixes. See how the crowd reacts.

Being a DJ in a club or even as a wedding DJ means practice. Do not expect to set the world on fire the first night you perform. Your goal should be to build up a gradual group of followers who come to the club and who like what you spin. Sooner or later, you will be asked to get those Saturday night gigs.

Chapter 8 - How To Promote Your Business

Whether you have a wedding DJ business or if you are a club DJ, you will want to promote your business as much as possible. The easiest way to do this is to approach family and friends. Make sure that if you are scheduled to perform in a club that you have as many family and friends in attendance as possible. In this world of being a DJ, you will get most of your business by word of mouth. So you should be sure that as many people know about your business as possible.

One way that you can promote your business is to offer your services for free at an event for family and friends. This should be an event that is not just for family and friends, but will also include other guests. You should have cards that you hand out to others so that they can hire you for the job. If you do a good job at your first gig, chances are that you will get others.

Another way to promote your business is to join your local Chamber of Commerce. Many people who are new in town and looking for the services that you provide will look to the chamber to help them decide which are the most reputable businesses in town. By joining such a group, you are adding credibility to your business.

Always have your business cards on hand. You never know who you are going to meet when you are out who needs a DJ. If you are working as a wedding DJ and also have aspirations to spin disks, you should have two cards printed. Make sure that you give the appropriate card to the right person. Strike up conversations with those at parties and other events where you meet people. Again, this is a business where people generally get the person from ‘someone they know.’

If you have a gig, you should tell those who are interested in your services to drop in. They can take a look at how you perform to decide if they want to hire you. By always being at your best, you stand a much better chance of getting more business.

Always show up on time. Always make sure that your equipment works. Have a ‘plan B’ in case of anything faulty that goes wrong. While there are some things that you cannot do anything about, there are ways to back up your equipment. A generator, for example, can help if you have a power outage. Be flexible when it comes to performing. This is important when you are dealing with people. Sometimes people will say that they want one thing when they really want another. Do not get annoyed, but make sure that you are able to change your plans. Nothing should be etched in stone, although you do want to have a performance plan in mind when you are acting as a DJ.

Having cards printed is cheap and can be done online. You should also promote your business if you are working at a club by having flyers printed to advertise yourself at the club. You can hand these out and even put the flyers in local stores. You can get more people to come to the club in this way.

Charity events are another way to promote your business. You can donate your time to a

charity event, meet a whole new group of people who will not only enjoy your music, but will also admire you for giving of yourself to a charity cause. You can often get business in this way and many bands as well as those who act as DJ s will give of their time to such events.

You should always be promoting your business. Make an excuse to talk about your business to those who you meet. You never know if the guy you meet in the elevator has a friend who is opening up a new nightclub and is looking for a DJ.

Chapter 9 - Rules For DJ Contractors

When you work as a DJ contractor, you are a self employed person. This means that you pay your own taxes and that you will have to declare any income that you make. It also means that you can deduct your equipment as well as other expenses for your business. The smartest thing that you can do when you become a DJ is to incorporate your business. This releases you from any personal liability in case someone decides to take legal action against you for any reason whatsoever. A corporation is a separate entity. It can have a tax number, it can open up a bank account, it can be sued. Keep your personal assets separate from your corporation to protect them in case of any legal litigation. Most of the time, a DJ does not have to worry about getting sued. But in the litigious world in which we live, it is best to protect yourself. You will also get a tax break if you decide to incorporate your business as opposed to operating as a sole proprietor. You can take off gas mileage and even a van for you to carry your equipment around in when you do your taxes. You should have a tax accountant prepare your taxes. If you plan on going into business for yourself, do it right.

You should also have insurance. You can get event insurance easily through your local insurance company. For example, if something falls on someone, you can be insured against the liability. You should always be prepared for anything when you work for yourself as a general contractor.

Get your money up front, or at least get a deposit before you book any engagement. This is the number one rule for anyone who is acting as a DJ, especially for a party or a wedding. You should have all of your money up front before you even start to perform. You should ask for a deposit to hold the date and then ask for your money before you start to perform. One of the groups of people who get cheated the most often, unfortunately, are performers. The wedding is over, the bride and groom have left and the father of the bride is mad that you didn't play a song that he wanted that he didn't even tell you to play. And he's had a few drinks. How do you get your money? Taking him to small claims court costs you time as well as money. You are better off to avoid this from occurring by getting paid up front. Many performers ask for a cashier's check or cash before they will perform to stop this from occurring.

Have a contract available for anyone to sign if they engage you to perform. This is also necessary. In case of any legal litigation, you will not win if you do not have anything in writing. Spell out all of your duties beforehand and then have the person who is hiring you sign the contract. You sign a copy as well so that each of you have a copy of the contract. It should spell out the fee, the terms of payment and the duties that are to be performed. Make sure that you fulfill the obligations under the contract.

These are rules for anyone who wants to start their own business. Many people who start out as a DJ want to earn some cash on the side and will not take steps to protect themselves. You are better off to start out your DJ business as a legitimate business from the start. Not only will you be protecting yourself, but you will also appear to be more professional in the eyes of others.

If you work in a club, you will most likely be hired under contract or, in states that are hire at will, you will not have a contract but work from week to week. You should always push for a contract for a specific period of time. Smaller clubs may not offer this, but the larger clubs will usually offer contracts for their performers. A hire at will state is a state in which someone can be fired at will, without notice, and for any reason. Find out if you live in a hire at will state before you begin performing.

If you are unsure about a contract that you are signing, take it to an attorney who will be able to explain it for you. A contract is a legally binding agreement. If you sign a contract with a club owner, chances are that the contract will be drawn up in favor of the club owner. The more of a following you have with the club, the more negotiation powers you have when it comes to earning money.

You should also make sure that you are getting paid by the club on a regular basis. If you see that business is falling and you are not getting paid, it may be time to look for a new club. One of the unfortunate things about working in this industry is that new clubs open and close all of the time. Usually, those who are cheated are those who are owed money, such as the contractors. So be sure that you get paid when you are supposed to be paid.

Protect your interests when you are a DJ or if you are in any other type of business. You may love music. You may love performing for other people.. You may love the club atmosphere and the adoration of the club. But if at the end of the night you are not getting paid, you need to look for your money or find another club. A contract is the best way that you can protect yourself from getting stiffed when you are performing as a DJ. Unfortunately, if the club goes bankrupt, you will most likely not see your money. That is why you should make sure you are paid on a regular basis when you work for a nightclub owner.

Chapter 10-How To Get A Club Job

A club job is the dream job of anyone who wants to spin disks and become a DJ. But it takes time to land the dream job. You are going to have to work at a lot of other clubs, smaller clubs, before you land the big job. You should take the advice given in the previous chapter when it comes to working for these smaller clubs as well as the larger clubs.

Once you have a following, you can then seek out a job at a large club where you can earn money or, in some cases, a percentage of the profits of the club. The choice is yours. Many of those who work in this industry prefer to take a percentage rather than a flat fee. In some cases, the DJ becomes part owner of the club. When people start to attend a club because they like the guy who is spinning the disks and mixing the music, club owners take notice and will often offer a piece of the club as a way to pay the DJ.

A DJ does not have to stop there. There are some who go on to perform as artists in their own right. If you have singing talent, for example, you may wish to look for more fame in the recording industry. Once you have made a name for yourself as a gifted performer, you may find that other doors open for you in the entertainment industry.

In order to get a job at a hot club, you are going to need more than just a demo tape and a few followers. You are going to have to have a resume of clubs where you have worked. You should always continue to look to better yourself when it comes to playing as a DJ in clubs so that you can get to the top of your goals. As it was mentioned before, clubs come and go. Music changes. Trends change. So it is important that you strike while the iron is hot and continue to create higher goals for yourself so that you can continue to climb the ladder.

You should make as many connections with club owners as possible in order to get a chance to perform in their clubs. The best clubs are those that are located in the larger cities, so it may be necessary for you to relocate if this is the job that you want to have. New York and Los Angeles are the prime areas where the hot clubs are. If you get in with one of the hot clubs, you can make a lot of money and enjoy your successful career as a disk spinning DJ.

Chapter 11-Getting A Mechanic License To Play Music

Wait a minute, you are going to perform other people's music in order to make a profit? There is one thing that you need to know before you become a hot, hot, hot DJ. You need to have a license for this. A mechanical license or mechanic license enables you to perform a song for profit that is under license by someone else. These are not difficult to get at all. Nor do you have to negotiate with the person who owns the catalog in most places.

The Harry Fox Agency is the place where you want to go to get a license to perform a song for profit. Because the songs that you are using are most likely under copyright, you do not want to risk copyright infringement by performing these songs without a license. The Harry Fox agency controls most of the licensing for all songs that are under copyright and you can get a license for using the songs for a nominal fee. If you are performing music at your sister's wedding, chances are that you can get away with it without having a license. But if you get to the point where you are well known and are making big money as DJ, then you should have a license to use the music to make a profit.

While you are at it, if you come up with a mix that people like, you should copyright it yourself. You can do this easily by sending your music to the copyright office. It costs a fee to do this, but no one else will be able to use your music for profit unless they pay you. That means that even if the song is played on the radio, they have to pay you royalties.

If you have any questions about copyright law or how to obtain a license for songs that you want to use for profit, you should speak with an attorney who handles intellectual property law. Again, you may not need to do this when you are first starting out - it is unlikely that anyone will come after you for copyright infringement if you are just working a small club or playing at weddings. But as you become bigger in the industry, you will want to be sure that you understand how copyright works, protect your own work as well as make sure that you protect yourself from claims of copyright infringement. In most cases, the worst thing that will happen is that you will get a Cease and Desist order if you are using a certain song. However, the bigger you get and the more money you make, the more you stand to lose if you are infringing on copyrighted material.

You can become a DJ if you have a knowledge of music, a love of music and a desire to perform. You can get started with just a little bit of equipment and start to get paying gigs right away, most likely right in your own town. You can experiment with music so that you get the sound that you like. If you have a natural affection for music and like mixing sound, this may be the ideal career choice for you.