



THE METROPOLITAN PLAYERS

**WEDDING
PLANNER
REPORT**

2023 Edition

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INTRODUCTION

Hey there! Thank you so much for your interest in the Metropolitan Players! We are approaching the end of another AMAZING wedding season, and we couldn't be more grateful for the wonderful couples, wedding planners, and vendors that we have the privilege to work with each year!

We are so excited to be sharing the latest edition of our wedding report this year! This report will feature the most recent data that we have collected from wedding planners regarding:

- Couples' priorities when it comes to wedding entertainment
- Pricing considerations
- What a band can offer that makes the planner's job easier
- The best wedding band features
- Other wedding planner insights!

Drew Coles, Co-Founder & Music Director



Drew and his wife Erin, are the Co-Founders and husband wife team behind the NYC based wedding band collective, The Metropolitan Players! Drew is also the Music Director of The Metropolitan Players. His wide range of musical knowledge and ability to cross stylistic boundaries makes him a valuable asset!

Mandy Foster, Couple Care Manager



Mandy is the Couple Care Manager for The Metropolitan Players! Mandy works one-on-one with couples throughout the planning process, and gives special care and attention to each client. She loves seeing each couples' unique personality shine throughout the planning process!

Contact Us!

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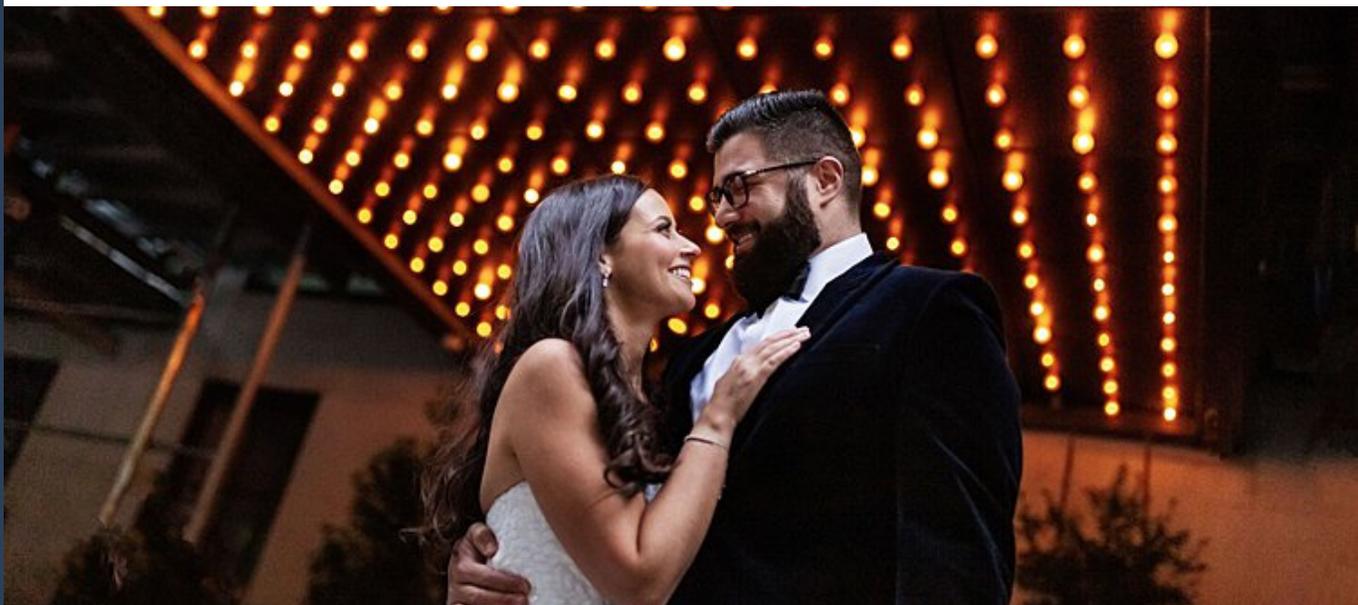
1.

COUPLES' PRIORITIES WHEN CONSIDERING WEDDING ENTERTAINMENT

We know that there are so many factors that go into planning a wedding, and it can be stressful! Wedding entertainment is one of those factors that takes a lot of consideration and decision making. There are so many options and routes you can take when it comes to entertainment for a wedding, whether that be a DJ, a live band, or even a hybrid structure where you incorporate both. We asked wedding planners what they think when it comes to choosing wedding entertainment- **the top answers when asked to rank what couples are looking for in wedding entertainment were:**

- **An option that will choose all of their special songs for them so they don't have to think about it**
- **An option that is convenient**
- **An option that gives them control**
- **An affordable/low priced option**

Ultimately, the common denominator between all these answers is vendor flexibility! We know that couples are looking for an option that is convenient for them, but also has the ability to guide them through difficult decisions (such as special dance songs), while simultaneously giving the client the control/power to make decisions that will make sense for them and their vision! And of course, when it comes to an affordable/low priced option, it's important to know that the option you choose will really give you exactly what you are paying for.



So what should couples consider while choosing their wedding entertainment? The data that we collected from wedding planners shows that some of the biggest considerations are:

The Talent of the Musicians

When hiring a live band for your wedding, of course a major factor is the actual talent of the band members! A client wouldn't want to go into their wedding not knowing if their wedding entertainment will give the results that they were promised. It's important that the client is aware of the level of talent that they are paying for right off the bat, that way there aren't any surprises going into their big day! A band that provides video examples of performances at past weddings, live showcases, or voice demos to their clients prior to booking will leave the client ensured that they are receiving the level of talent that they are looking for.

Professional Band Members

Another important consideration is the actual professionalism of the band members. When choosing a band, clients are looking for a band team that is willing and able to work with them, the wedding planner, the venue, and any other parties involved in coordinating the big day! The ability to collaborate and work with a team is so important throughout the planning process as well as the day of the wedding. For example, let's say the venue kitchen is running a few minutes behind on entrees, a client would want to know that the band is able to easily navigate that by adding a couple extra songs to the set to keep guests dancing a bit longer, and keeping an eye out to see when food is starting to be put on tables. **Flexibility is a huge part of being professional!**



2.

PRICING CONSIDERATIONS

According to the data collection, the overwhelming majority of our respondents said that the average that their clients pay for entertainment is between **\$10,000- \$14,999**. We believe that clients will pay as much as they possibly can, if it means they are receiving quality service! It's important to know what exactly your band is including in their packages. Some important factors to look into while in the process of booking a live band are:

- ▶ **Ceremony and Cocktail Hour music options**
- ▶ **Special dance songs & specific song requests**
- ▶ **Customization options for the band (Adding a horn player, extra vocalist, etc).**

Travel Fees

Typically, vendors will charge a travel fee if it is outside of their regular servicing area or zone. The graph below shows the data we collected based on vendors charging a travel fee.



So, if you or the couple you're working with comes across a travel fee while booking a vendor, don't be alarmed! This is fairly common with any vendor service.

3.

WHAT DOES A BAND OFFER THAT MAKES THE JOB OF THE PLANNER EASIER?

Hiring a live band can actually make the job of the planner a whole lot easier! Bands that are organized will communicate heavily with you and your planner throughout the planning process all the way up to your wedding day. When we asked planners what it is that bands offer that makes their job easier, **one of the top answers was a good client manager- someone who checks in with the couples throughout the process to remind them of deadlines.** Having this client/couple care manager is so important because they are ultimately going to be your liaison between the couple and the band throughout the planning process, and will be able to guide them through decisions regarding song requests, special dance songs, the general outline of events for the wedding day, and so much more!

A client/couple care manager will take a lot of pressure off of the planner by coordinating between the couple and the band throughout the planning process!

Some bands will also have a coordinator/band manager who's purpose is to be there for the day of the wedding. This person will be the liaison between the band and the venue, as well as the couple. They are there to ensure that everything is running smoothly and on time, and can make adjustments if needed. For example, if it is time to move into doing speeches/toasts, but the bride or groom aren't physically in the room, the coordinator will make sure the emcee doesn't announce for toasts until both the bride and groom are present. We know it sounds like a pretty minor detail- but these are the things throughout the night that planners are constantly thinking about and double checking on!

A coordinator/band manager will take a lot of pressure off of the planner by being the liaison between the band and the venue!



4.

BEST WEDDING BAND FEATURES

We asked our planners what they think is the best feature that a band can offer- there are so many! One of the top answers was having a good website that displays the band well and features their talent through videos from past weddings- that way the couple can get a true sense of the quality of talent that they are paying for! It's also important for the band's website to be easy for the client to navigate. The website should include the band's social media handles and a way to directly contact them through the site itself, as well as a clear display of prices and packages- that way you don't have to go researching for information you need to know right off the bat!

"A great website that shows the talent well!"

According to our data collection, another great feature that a band can offer is flexibility and ability to choose the number of vocalists, number of horns, and a song list. It's so important for a couple to have the ability to be creative and customize their wedding music based on their vision! Whether that means adding an extra vocalist, or maybe adding a saxophone or trumpet player, customization is definitely one of the best features a band can have- that way the couple can incorporate all of their musical preferences into their big day! Additionally, having a categorized song list of every song the band knows how to play, as well as a guide to what are the most popular songs/genres for ceremony, cocktail hour, special dances, etc., is extremely helpful to the couple when it comes to choosing what songs/genres they want played throughout their special day!

"Flexibility and ability to choose the number of vocalists, horns, and having a lists of popular songs!"

Other Insights from Planners!

- *"Bands can be such a personal choice for clients based on feel, style, options, accessibility, but when bands can't be organized, clients can be sold an image often that can't be met during the planning process or onsite."*
- *"One thing I truly admire about the Met Players is the care, passion, attention, and quality that goes with each client from start to finish, and with amazing talent and respectable players as a team when performing onsite."*



The METROPOLITAN PLAYERS

