

# Aaron Tommasi



I meet a lot of people in my line of work and are often asked numerous questions. So I thought I would list my top 10 asked questions with my honest answers for you. I got carried away and the list ended up being 26. It really is worth a read though. So why not make yourself a cup of tea and put your feet up for 5 minutes and have a read.

**Q1) We really like you work and what you offer but your price is just over our budget is there any room for negotiation or can we add to the package?**



**A1)** *I love this question. But it is surprising how often it isn't asked. I meet a lot of people at wedding shows and the first thing people ask is what is your price? Yes I have a set price for packages I advertise and is readily available, but is the price the most important thing? Granted it is a good ice breaker, but is a rather open shut question I feel. The beauty of being my own boss is that I can adjust packages with extras or remove stuff to meet anyone's budget. The most important thing for me is that people like my work and want to work with me. If that is the case, 99.9% of the time I can tailor a package and a price to suit anyone's budget (within reason of course). So if you take any advice from this email take this "the wedding industry is full of small businesses, we are not large corporations we have flexibility in our business. Ask the question, you won't now unless you ask".*

**Q2) We have checked online and found photographers offering a similar service for a fraction of the price. Why are your prices higher?**



**A2)** *Well I have a pricing structure for my packages, as I stated before there is flexibility in what I can offer for any budget. By increasing or decreasing the service. I am counted price wise somewhere in the middle of mid to high price. This was originally done as I never wanted to alienate anyone from hiring me, the most important thing for me was the fact they and I repeat myself from the previous answer, that people liked my work. With album add on's the price can reach the high end prices in the market and vice versa. Now I am aware that you can go online and get someone to shoot your wedding for £350, this is normally the starting price and doesn't include any right or copies of the images digitally or printed and clients are charged ridiculous rates afterwards to get the images of their own wedding. All my charges are up front and there are no extra costs, this is not always the way in the wedding industry and charges afterwards to called up selling this is dying out of the industry but unfortunately is not leaving us quick enough. Please check to see that you know exactly what you are getting for your money.*

**Q3) How long after the wedding will the images be ready?**



**A3)** *I like to say a maximum of 6weeks. It is normally alot sooner, but I do not like to put deadlines on these things as I would rather the images be perfect than rushed.*

**Q4) When do we have to decide if we have an album or not and when do we have to pay for the album?**



**A4)** *That is totally up to you. You can decide at the time of booking or later, or even after you have seen the wedding images. It really is up to you. I even have couples that wait for a year after their wedding before getting an album and give the album as a gift to each other for their one year paper anniversary. I do not take any payment for the album until the images and the design have been approved.*

**Q5) Do we get to choose what images go into our album or is that up to you?**

# Choose well.

**A5)** *Your album, your choice*

**Q6) How does the process of getting an album work?**



**A6)** *I go to your house or you come to me, we view all the images and you choose what goes into your album and what the cover and wording will be etc. I then go away and bespoke design (no template) your album and send you an online proof. You make as many changes as you like until you are happy with it and then approve it, I then send it off for printing and manufacture.*

**Q7) We noticed that your images have effects on them, what are they and do we have to have effects?**



**A7) Yes all my images are processed through some form or another. I have certain style which is 60's, 70's and 80's photographic film which I like to recreate. I am happy to process your images in any way that you want though, after all it is your wedding day and everything should be what you want!**

**Q8) Why is the pre-wedding shoot free if we have it in Rochester and there is a charge for other locations?**



**A8) I used to include a pre-wedding shoot (or engagement shoot if you like) in all of my packages. Now I understand that people work during the week, so they are usually done at weekends, this was leading me to be away from my family both days every weekend, so I started to charge for it. This decreased the amount of clients that had it, and in turn freed up so valuable time with my family. But a pre-wedding shoot really helps to create a bond between the couples and myself, and it was never about the money, so I have started to offer the shoot now if people come to me, this way I do not have to do all the travelling and still spend time with my family.**

**Q9) How do our friends and family see the images and how can they get prints if they want them?**



**A9) All the images are uploaded to a gallery, you get to approve each image on the gallery (so no shots you don't like) and then it is shared, I will give you a code for a free digital download for which they will be able to get a print off of it if they wish.**

**Q10) Are you the photographer that will be covering our wedding?**

# ME

**A10) Yes it will definitely be me**

**Q11) Do you have insurance?**



**A11) Yes I am fully insured**

**Q12) Will we have a chance to get to know you before the wedding?**



**A12)** *Yes, I offer free consultations in person or over skype. And you can come to me for your free pre-wedding shoot. I want you to feel comfortable in my presence. This way you wedding images will be amazing*

**Q13) Have you photographed our venue before?**



**A13)** *I'm often asked this, I have shot alot of venues. So there is a chance I have, there is also a chance I haven't though. If I have it will mean I easily now how to drive there. If I haven't the sat nav comes out. I am inspired by each wedding and pull inspiration from the wedding decor, venue, couple and so many things else. Don't be put off, not having shot at the venue should never be a deal breaker and will mean that your images will be unique. If I have shot there before your images will also be as unique as you.*

**Q14) Do you have a back up camera in case of malfunctions**



**A14)** *Yes I use two cameras throughout the day and carry backups as well*

**Q15) how long have you been a wedding a photographer**



**A15)** *I have been a photographer all my life, but started shooting weddings in 2009*

**Q16) What type of photographer are you? We have heard of the reportage/photojournalism style?**



**A16)** *I don't like to put myself in any box. But let me advise you that 90% of the day you are getting married and I will document that, and will be as arty as you like. I will suit my style to fit your needs/requirements. Obviously it's great when couples let me do what I want, but again I can follow direction*

**Q17) we have been to weddings where the photographer takes hours to do the formal group shots, will this be you?**



**A17)** *No never in a million years, I shoot the groups shots as quickly as possibly my record is 6 in 15minutes, the quicker we do the formal groups (it doesn't mean that the quality suffers) the more time we get to do some couple shots*

**Q18) Can we request any specific shots that we want or is the whole thing down to your vision?**



**A18)** *No I love contribution/direction from couples, I often advise couples to set up a pinterest page with wedding shots they like, this way I can get a feel and we can recreate those shots with you in.*

**Q19) Can our family make requests on the day?**



**A19)** *Of course they can, I am only too happy to oblige. As long as it is photographic wise as I'm a rubbish dancer and singer*

**Q20) If the wedding over runs will there be extra charges?**



**A20)** *No there won't ever be any extra charges All my prices are upfront*

**Q21) Do we get prints of the images on the photo booth on the day. Like over weddings we have been to?**



**A21) No I used to do this but found them dropped on the floor and the costs for the print was passed onto the clients. So to keep the costs down I include the images in the online gallery**

**Q22) Are there any other charges on top of the quoted price**



**A22) No there are never ever any hidden costs**

**Q23) What if you are ill on the day?**



**A23) Shooting a wedding is such an adrenaline driven event that no illness has ever stopped me. So unless I'm dead I will be there. If I am dead, I now alot of photographers that would step in. This is another reason you should ensure your photographer has insurance.**

**Q24) We are so undecided as there is so much choice, we would love to meet up, but don't want to waste your time. If we did meet up and didn't book you would you charge us?**



**A24) You wouldn't be wasting my time, following up on leads and enquires is part and parcel of a wedding photographers business and no I would not charge**

**Q25) I want to book you but I don't have the deposit until next month**



**A25)** *If you know that it is me, that you want to book, then let me know I don't mind holding off of the deposit payment for a period as I know how much these things cost. Just sign as long as you sign a wedding contract confirm me as you photographer, we can come to an arrangement. I would rather do it this way than people be disappointed that I have become booked for their date already.*

**Q26) I've already booked my wedding photographer, how do I stop receiving correspondence from you**



**A26)** *Just let me know, I will remove you from my list and wish you a lovely wedding day. I don't want to be a bother to anyone.*

Remember it is your wedding day and you should have it your way!

If you have any questions I haven't answered please drop me a line. Hope to speak to you soon.

Best Wishes

*Aaron*