

# MANGO PHOTOGRAPHY

## Dance Studio Price List 2019

### Pages and Page Packs

A "Page" is any ONE of the following:

One (1) 8"x10" photo print **OR** Two (2) 5"x7" photo prints **OR** Four (4) 3"x5" photo prints **OR** Eight (8) 2½" x 3½" wallet-size photo prints

A Page Pack consists of 5 pages.

Quantity pricing of Page Packs can be combined across siblings.

One Page	\$ 25
(5) Pages	\$ 75
(10) Pages	\$120

Each additional Page Pack + \$ 60

### Class Photos

Class photos are professional 8"x10" prints with approximately a ½" border designed using your studio's colors and/or logo.

Class Photos cannot be combined with Page Packs, but quantity pricing can be combined across siblings.

One class photo	\$12
(2) class photos	\$22
(3) class photos	\$30

Each additional class photo + \$ 5

### Other Products

Memory Mate	\$35
Digital Image (Dancer Only)	\$35
11"x14" Print	\$30
Retouching (price per face, per photo; minimizes blemishes, minor wrinkles)	\$15

Set of (4) Magnets	\$15
Heart Keychain	\$12
Standard Keychain	\$ 8
3" Photo Button	\$ 8

### Custom Collages

All custom collages are designed specifically for you and your child based on the number and types of poses taken on picture day.

The collage format (square or rectangular) will be selected by your photographer based on the images.

You will get to proof the design prior to printing.

Small Collage (11"x14" OR 12"x12")	
3-image collage	\$167
Each additional image in collage	+ \$25

Large Collage (16"x16" OR 16"x20")	
3-image collage	\$207
Each additional image in collage	+ \$ 25



8X10 MEMORY MATE

3" BUTTON



DOG TAG



STANDARD KEYCHAIN



HEART KEYCHAIN



SET OF 4 MAGNETS 2.5" x 3.5"





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## Frequently Asked Questions

### **What is a Standard Page?**

A "Page" is any of the following:

One (1) 8"x10" photo print OR

Two (2) 5"x7" photo prints OR

Four (4) 3"x5" photo prints OR

Eight (8) 2½" x 3½" wallet-size photo prints

Standard pages are the same high-quality professional photo prints that you have learned to trust from Mango Photography, and were developed to allow you to create your own custom photo packages.

### **What is a Page Pack?**

Pages can be purchased either individually, or in packs of 5 pages for additional savings. This allows you to create your own picture packages with exactly the right quantities and sizes, so you get just what you want, and none of what you don't!

What's more, is that Page Packs can be shared across different dancers in the same family for even more savings among siblings!

### **Can I combine Class Photos with Page Packs?**

Class Photos have their own pricing that is separate from standard pages with a deeper discount over individual page prints. For this reason, they cannot be combined into Page Packs. The more class photos you purchase, the more you will save!

### **I don't need 5 (or 10, or 15) prints from the Page Packs. Can I order only exactly the number of prints that I want?**

Yes, you can! While Page Packs come in quantities of 5 pages, you can always add single pages if you want to, although sometimes, it's actually cheaper to add one or two additional prints to get to the next Pack quantity. So, when that happens, just order an extra copy for Grandma and save a few bucks! Single pages outside of a Pack are \$25 each. If you're ordering online, you can instantly watch your cart pricing update automatically to include Page Pack discounts when the quantities are in multiples of 5.

### **Are pre-configured packages still available?**

In order to accommodate the new Page Pack pricing and availability, pre-configured packages had to be discontinued. But, we hope you'll like our Page Packs even better!

**How do I fill out this ordering form?**

You can order everything from class photos, to individual prints, to additional photo merchandise, across all of your classes, for all of your children ALL ON A SINGLE FORM! Unless, of course you have a bunch of children or order a ton of prints (which we love!) Then, we'll just give you another sheet to keep going! See the sample form at the end to help you fill it out.

**How do I order pictures with two or three siblings in the same portrait?**

It's easy. With our unique order form, you'll even be able to order multi-sibling shots on the same form! Just write in all sibling names on the same line, along with their group number(s) for the size and quantity of the print(s) you want.

**Is there a sibling discount?**

Yes! Because you can now order everything on a single order form, families with siblings benefit from the quantity discounts across all children in the same family.

**Can I order a custom collage? I would much rather have multiple images on a single, larger print.**

Yes! Custom collages are available for purchase and will be designed specifically for you and your child based on the number and types of poses taken on picture day. And, best of all, you don't need a custom portrait session to do it!

There are two collage sizes available – Small, which is either 11"x14" or 12"x12", and Large, which is either 16"x16" or 16"x20". The format (square or rectangular) is selected by your photographer depending on the images, and you will get to proof the design prior to printing.

**My child scratched herself on her face this morning (of course it had to be picture day, right?) Can you help?**

Of course, we can! We can perform expert photo retouching so you'll never even know it happened. Our retouching is completely natural-looking—all we change is the stuff that doesn't normally belong there to begin with. You should still talk with the photographer on picture day to let him know what you want done. This way, we'll get it just right.

**Mango Photography rocks! Do you do custom portrait sessions?**

We sure do! And, if you book your session *during your picture day at your studio*, you will receive a 10% discount off your session, and your dance studio will receive a 10% donation as well!

**My schedule is crazy! I need to make it to another appointment on picture day, and timing is going to be rough. Help me!**

Every effort is made by your dance studio to arrange class photos at times that everyone can make it. If you have any concerns about timing on picture day, please contact your studio director in advance.

Of course, sometimes things happen last minute, and we want to accommodate you as best we can. As long as you can make it to your class photo at the correct time, we can take your individual pictures either before or after, as early or as late as needed during the shoot.

**I need to get in touch with Mango Photography about my order. What's the best way to do this?**

The best way is always the easiest way for you. Need to talk? Call us at 732.232.3796. Prefer to text? That's fine too. Email is also great for obscure times, or when it's more convenient. Send you email to [mike@mangopro.com](mailto:mike@mangopro.com).

**When will my photos arrive and how do I get them?**

Photos are typically ready between 10-12 weeks after your picture day, and will be delivered to your dance studio for pickup at no extra charge. If you would like for your photos to be delivered directly to your home, this service is available for an additional \$20 shipping and processing fee. Be sure to indicate this on your paper form or select "Ship To Me" on your online order during checkout, if this is your preference.

**Can I order and/or pay for my order after picture day?**

Yes, you can, however, all payments are required either prior to, or on picture day to avoid a \$20 late payment charge—simply place your order online and add a note to the photographer that the online order and payment will supersede the paper order. *If you are trying to order or make your payment more than two weeks after picture day, please contact Mango Photography directly, as your studio's order may already be getting printed at the lab.*

**My pictures are awesome. Can I order additional prints or items?**

We love it when clients think our photos are awesome! And, we think it's awesome that you want more to share! If you've decided you need more prints before they've even arrived, you can place an extra order online. Be sure to include a note to the photographer when checking out so we know you're getting extras.

If you've decided to order more after you've received your order, you can do the same. If your studio's online ordering site is inactive, just send an email to [mike@mangopro.com](mailto:mike@mangopro.com) or text/call 732.232.3796 and we can activate your studio's online ordering site for you.

**My parents would like to order, but live out of state. Can they place a separate order and have it delivered to their residence?**

Yes, they can! They can either order online (or you can place an additional online order for them,) and select "Ship To Me" at checkout, or you can place a separate paper order form for them and bring it to the studio on picture day with payment. Please note there is an additional \$20 shipping and processing fee for orders delivered directly to your (or your parents') home.

**Can I view my child's picture online?**

For security and privacy reasons, we do not post actual dance school pictures online. Only placeholder images are put online for ordering purposes.

**My child couldn't make it to her scheduled picture day/time. Can she still have her photo taken?**

Oh no! We're very sorry that your child missed their class photo, but we would be happy to still take their picture. If you can make it to another scheduled picture day or time, we can take their individual photo then at no additional charge. If this isn't possible, please contact us to arrange for an individual photo session, but please understand that individual photo sessions incur session fees, unlike group sessions.

**Do you do action shots?**

Yes, we do! We can do some basic action shots right on picture day. These are so much better than your typical posed portraits, and are typically available to dance students ages 13+, although the dancer's skill level is really what determines if we can do this for you. Your dancer should come prepared to execute their jump or leap and should only look to perform a stunt that they excel at.

If you would like an individual session to make some truly awesome dance images, please contact us for a separate shoot, where we can spend more time with you individually than we can during the dance studio shoot. Booking your individual session on picture day entitles you to a 10% discount, as well as a 10% donation back to your dance school!

**What recommendations do you have for getting a good picture of my child?**

The most important thing for a great picture is plenty of sleep and a good attitude. Outside of this, here are a few tips to make the most of your dance picture day:

1. Plan your child's haircut approximately 2 weeks before picture day.
2. Have what you need for picture day prepared one day in advance, so you're not scrambling.
3. Leave with plenty of time to get ready and arrive at least 15 minutes prior to your shoot time.
4. Have older dancers practice their smile, expression, and pose/stunt, if choosing to do their own.

**Do you have a Facebook page or an Instagram?**

Yes, we have both! Please Like us on Facebook at <http://facebook.com/mangopro> and follow us on Instagram @mangophotog. We'd love to see you engaging with us on our social media pages!

### Dancer Information

Dancer's Full Name (s): [Please print]

Telephone #

John and Mary Smith

732-555-1212

Parent / Guardian Name placing order:

Email:

Josephine Smith

j.smith@gmail.com

Do not list prices for standard Pages or Class photos; they will be totalled below.

### Order Information

Qty	Group #	Item	Dancer(s) and Class Name (if Class photo)	Retouch # Faces?	Price (non-Page/class)
1	16	8x10	John		-
1	16	3x5	John		-
2	21	Wallets	Mary		-
1	21	Magnets	Mary		15
1	21	Std Keychain	Mary		8
1	22	Button	John		8
3	25	5x7	John		-
1	27	Heart Keychain	Mary		12
1	30	Memory Mate	Mary		35
4	16+21	8x10	John and Mary sibling together		-
1	16	Class	John (Tap 7-9)		-
1	21	Class	Mary (Ballet 13-15)		-
1	22	Class	John (Hip Hop 7-9)		-
1	25	Class	John (Acro)		-
2	27	Class	Mary (Pointe 13-15)		-

Enter the price for Magnets (and other products) since they are not a Page or Class photo.

You will receive six (6) 5x7's because they are two to a page.

Do not list prices for standard Pages or Class photos; they will be totalled below.

Count all Class photos from above and enter price for 6 class photos.  
The first 3 cost \$30. The next 3 are \$5/each.

Count all standard Pages from above and enter price for 11 standard Pages.  
One 10-Page Pack is purchased for \$120 and an additional Page is purchased for \$25.

<b>Class Photos</b> 1 for \$12 2 for \$22 3 for \$30 + \$5 ea add'l	<b>Standard Pages</b> 1 for \$25 5 for \$75 10 for \$120 + \$60 ea add'l 5 pack	<b>Standard Pages</b> (1) - 8x10 (2) - 5x7's (4) - 3x5's (8) - Wallets
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Total price above (retouch, products, non-standard Pages)		78
Total # Class Photos	6	Price 45
Total # Standard Pages	11	Price 145
<b>Total Amount Due</b>		<b>268</b>