

### Understanding the importance of music:

It has been proven that music makes an important difference when it comes to your child's overall educational development. SAT scores, math, reading, social and self discipline skills are greatly improved through the study of music. We all want to see our children do well finding their niche in life. By renting a musical instrument from Rayburn Music or one of our affiliated independent dealers, you provide an opportunity for your child to explore his or her musical abilities without the immediate expense of an outright purchase.

### What instrument should I rent?

One of the most important ingredients to assure a successful experience with music is to allow the child and his or her teacher to make the decision as to which instrument they want to play. Exposing your child to different musical sounds at our store or a trip to the Symphony might be advantageous for determining the different types of sounds of the instruments. With proper guidance from a music teacher, you can be assured of a positive experience with music for your child.

### Our commitment to service:

We have made a commitment to supporting music education in our schools. A network of independent affiliate music stores has been established throughout New England to assist in achieving our goals. Our educational representatives visit our school accounts weekly to provide service for all of our customers. Whether you need a repair, exchange, reeds, strings or valve oil, our account representatives are committed to delivering the high quality of service that you deserve.



### How the rental program works:

We have always strived to maintain a very high level of professionalism and know that today's beginning students may be tomorrow's professionals. For this reason we have tailored our rental program to help ensure the best opportunity for your child's success.

- **First**, we offer an initial trial period at a special reduced rate. This places a quality musical instrument in your child's hands during the critical learning period without a large financial commitment.
- **Second**, at the end of the trial period, you may continue to rent on a monthly basis or return the instrument with no further obligation.
- **Third**, all rental fees are credited toward the purchase of the instrument. Additionally, during the first year, you can purchase the instrument at a substantial discount.
- **Fourth**, if you wish to upgrade to an intermediate or professional instrument, you will receive 12 months rental credit towards the purchase of that instrument. The student rental instrument must be returned at that time.

### Purchase vs. Renting

Most parents will choose to evaluate their child's musical aptitude by renting first to see if the child takes an interest in playing a musical instrument. Renting is the least expensive way to get started in music. Our Rental/Purchase Plan allows your child to try the instrument of their choice without having to commit to the purchase of the instrument.

The term of the contract is determined by the value of the instrument. To determine the number of monthly payments required for ownership, we take the instrument value minus the initial net rental fee and divide the balance by the monthly rental fee. LDT and Sales Tax are not included in this calculation. Ownership is acquired upon completion of all monthly payments.

There are no added finance or service charges.

If you decide to purchase the instrument that you are renting, we offer many early payment incentive options. If you decide to pay off the value of the instrument within the first 90 days of renting, we can allow a 30% discount off the unpaid balance or a 20% discount off of the unpaid balance at anytime thereafter. Either way, you will save money when the decision to purchase has been made.

In the event that your child does not wish to continue playing a musical instrument, you may return the instrument at any time with no further obligations. A simple telephone call to our rental office is all that is required. One of our account representatives will gladly provide you with the instructions needed to properly credit the return of the instrument. You are responsible for the rental payments only for the time that you actually have possession of the instrument.



### Maintenance

The instrument that you rent from us is covered for loss, damage and theft (LDT). Adjustments/Repairs\*\* are covered under this policy as well. This coverage provides for full protection against anything that may happen to the instrument that you rent from us including fire and theft while under contract. If your instrument needs repair, simply call us for instructions. Repair or replacement will be provided to you at no additional cost. The fee for the Loss, Damage and Theft coverage is included in the monthly payment. Items not covered by LDT are: Drum Heads, Drum sticks, Strings, Bow Hair and replacement of expendable accessory items (reeds, mouthpieces, lubricants, etc.)

\*\* Our repair technicians are certified by NAPBIRT and have received comprehensive training in their instrumental areas.



### Exchanges

Sometimes finding the best instrument to suit your child involves a bit of experimentation. If you find this to be the case, you can exchange the instrument that you are renting for any other instrument. If you exchange towards a more expensive instrument, then you will receive full credit for all rental fees. If you are exchanging to a less expensive instrument, you will receive up to 12 months rental fee credit.

Consult with your child's music instructor about what other instruments may be more suitable for your child. We will gladly accommodate your request and work with you to the best of our abilities.

### String Instrument Exchanges

We offer the best String Instrument Exchange/Purchase plan anywhere! Rayburn Music will exchange the string instrument you started renting for the next size as requested by the music teacher. When the student requires a full size instrument, all paid rental fees will be applied toward the value of a full size instrument provided that the account is current.

### Return Policy

We hope that your child has a positive experience with music education. However, if things do not work out, you can be assured that exiting our rental program is quick and easy. A simple telephone call to our rental office is all that you will need to do. Our courteous staff will provide you with the instructions needed to properly credit the return of the instrument. You will be responsible for the rental payments only for the time that you have possession of the instrument.

Rayburn Music is a proud member of NASMD and NAPBIRT.



- Inexpensive trial period
- No long term obligation
- Educator approved instrument inventory
- 100% of rental fee applies toward purchase
- 20% discount applied to unpaid balance if purchased within the first 12 months
- Flexible exchange policy allows you to exchange your original choice for a different instrument
- Loss, Damage and Theft Insurance (LDT)
- Weekly School Servicing
- Free loaners when needed while your instrument is being serviced
- No obligation to buy



**Rayburn Musical Instruments, Inc.**

238 Huntington Avenue  
Boston, MA 02115

**1.888.RAYBURN**

[www.rayburnmusic.com](http://www.rayburnmusic.com)

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*The Sound of Rayburn*

**Instrument Rental Program**



**Rayburn Musical Instrument Co.** has been tending to the needs of musicians and educators around the world since 1939. We offer our customers the finest quality musical instruments and accessories at competitive prices. We staff our store with professional musicians and educators to help you with your purchases and rentals. Whether you are a beginner or professional, we are your complete source for all of your musical needs.

238 Huntington Ave.  
Boston, MA 02115  
(Across From Symphony Hall)

Store Hours:  
Monday through Saturday 10:00 AM to 6:00 PM  
Rental Office Hours:  
Monday through Friday 9:00 AM to 5:00 PM

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