

MEMO

To: Venue Operators & Coaches
From: James Rogers
Date: October 2015
Subject: In-House Incentive System

As part of the new Club Development Officer Network (CDON) Squash SA has developed an In-House Incentive system to encourage the growth of competition at club level.

Growing a strong friendly In-House competition can lead to the following benefits:

- Greater income for the club
- Potentially more pennant teams
- An environment for junior players to progress into
- A "breeding ground" for new and returning players to develop
- New members, potential sponsorships and volunteers

Incentive payments will be made to the club based upon the following:

PARTICIPATION INCENTIVE PAYMENT	\$1 per person, per week
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Conditions:

- The Incentive is not limited to one (1) regular program at each venue. Payment can be made to multiple programs at the same venue if negotiated and approved by the Development Manager.
- Payment can only be made once per person if that person is participating in multiple In-house programs in the same week.
- The In-House incentive only applies to approved In-House competitions that run as an alternative to the Squash SA pennant competition.
- A recognised In-House competition may also include pennant players.
- Competitions that run between or prior to the Squash SA pennant competition specifically designed for pennant players do not qualify as a recognised In-House program and will not qualify for the incentive.
- An In-House competition may run for any number of weeks and may be conducted in a variety of formats, but will be designed to provide a local club based competition which creates club atmosphere and a friendly club environment.

To receive the incentive the Club Development Officer must:

- Complete the Incentive Attendance form and return it to Squash SA.
- To assist the registration process of squash and racquetball players with the free Squash SA smart-phone app and work with Squash SA on promoting its benefits.

If you have any questions regarding these changes please contact James Rogers or call Squash SA on 8277 2522

Regards,
James Rogers
Development Manager