

DUMFRIES SPORTS CLUB

MEMBERSHIP REFERRAL FEE

Dumfries Sports Club has just introduced a membership referral scheme which enables existing members to benefit from the introduction of new members to the Club. During the past 18 months' recession and general financial-tightening, the Club has strived to contain operating costs and expenses in order to maintain reasonable value-for-money membership fees. The Club also recognises that an increasing membership can help mitigate increased costs outwith our control and as such to encourage existing members to spread the "word" about our Club it is offering a referral fee for successful membership introductions.

Referral fees will take the form of either a voucher for use as a credit against next year's membership fees, or as a credit to the member's account for use towards court fees.

Purpose:

- Encourage existing members to introduce new members to the Club

Format:

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| • Introduction of | Full Member | £15.00 credit |
| • - " - | Family Member | £30.00 credit |
| • - " - | Running Member | £10.00 credit |
| • - " - | Intermediate | £5.00 credit |
| • - " - | Junior Member | £5.00 credit |

Conditions:

- Available only to existing Full/Family/Running/Intermediate/Junior members as at 15th May 2010
- Introduced New Member must not have been any type of member of Dumfries Sports Club within past 3 years
- Introducing Member must provide New Member with an application form (available from behind Bar) and add his name to top left-hand corner to ensure credit of the referral fee
- Referral fees paid only upon payment of membership fees by introduced New Member and will be in form of Membership Fees credit vouchers or a credit to existing member's account if a tennis/squash player
- Referral Fee programme can be withdrawn at any time by Management Committee and referrals subject to verification