



CASH ON THE NAIL...

**GymSports NZ Conference & AGM
Basin Reserve, Wellington
Sunday 7th May**

Revenue Generation – When it comes to funding, gaming is the ‘go to’ position for most organisations. While clubs need to ensure grant funding is sensibly optimised, they also need to consider other funding sources. To use one example, giving by individuals accounts for over 50% of all philanthropy in New Zealand. Think about what universities do with ex-students – they try and encourage the ex-student to go from being a member, to a regular annual donor, to a major gift donor to ultimately a bequest donor. **What should we as a sports community consider and what is current best practice? Similarly, how well do you run your business and services? Have you got your packaging and pricing strategy right?**

Again, for best sports practice think of some Learn-to-Swim operations. These are some of the discussions that will be covered in a practical workshop style delivered by Steve Bramley including - *Funding theory; *Where’s the Money; *Developing a Funding Plan; *Strategy by Funding Source; *The Donor Approach Process

Membership Protection – All GymSports NZ affiliated clubs are expected to provide a safe and respectful gym sports environment and establish standards for appropriate member behaviour. Yet, how do we respond when faced with a compromising or threatening situation. We will put this to the test and evaluate the outcomes. At the finish, you will have the knowledge to act with confidence and an approach that minimizes recurrence.

Panel Session – Ask away! Come with your ‘killer’ question and hand it in at Registration. The Panel will answer as many as possible to conclude the conference.

Registration : 10 - 11am

**Welcome & Guest
Speaker : 11am - 1pm**

Lunch : 1 - 1.45pm

**Membership
Protection & Ask the
Panel : 1.45 - 3.45pm**

AGM : 4.00 - 5.00pm

**Networking :
5.00 - 7.00pm**

GUEST SPEAKER

Steve Bramley, SGL Funding

Steve is a key leisure/funding advisor with extensive experience and established relationships with local authorities throughout NZ. Steve has been instrumental in strategic leadership, leisure planning, business feasibility, capital funding and project management of over 100 major community projects.