



2011 WATER POLO TEAM CLUB SPONSORSHIP PROGRAM

I. Conditions:

The team agrees to the following:

- Ensure that Speedo (WSI) brand products will be the official team suit, cap, bag, warm-up, and apparel of the Team and all Team members will be encouraged to only use Speedo training products wherever and whenever possible.
- Ensure a min of 50% of the team purchase warm-ups & bags and 90% purchase the team swimsuit
- Use Speedo swim and water polo caps purchased through your team dealer for your team swim cap.
- As a Speedo team, we encourage you to highlight Speedo products during team-sponsored events (meets, clinics etc.) by inviting only authorized Speedo dealers to sell product (80% of the merchandise must be Speedo). The team's designated Speedo Team dealer should have the first right of refusal to sell at these events.
- Hang Speedo banners at each Team facility
- Provide Speedo with a program ad at each meet hosted by the team
- Advise Speedo of any promotional opportunities that may arise and will work together with Speedo to maximize Speedo's exposure and strengthen its links to the Team
- To place Speedo logo on official team web –site and in team newsletters.
- To sign a four year agreement (September 1 – August 31).

II. Incentives:

- Coaching Staff Outfitting
 - ✓ 2 Speedo polo shirts **per coach per year**
 - ✓ Speedo will provide Team with a mutually agreed upon Speedo allowance (valued at Team Dealer pricing) to outfit coaches.
 - ✓ All Team coaching and pool management staff may participate in the Speedo instructor discount program (20% discount off Dealer price at select Speedo dealers) as applied to regular price Speedo products only.
- Promotional Benefits
 - ✓ 20% off for Speedo Warm-ups and Duffle Bags based on dealer's prices.
 - ✓ 20% off Speedo Parkas based on dealer's prices.
 - ✓ Additional 20% off designated Speedo training aids based on dealer's prices.
 - ✓ Speedo will provide one team banner