





Enable clubs to digitally organize

## **TOOLS YOU SHOULD BOOKMARK AND SHARE**



#### Where To Start

Support Guide: — Where to Start with ClubSpark? — Support Centre (tennis.com.au)

<u>The support site</u> will also give you all the info you need if you get a query from a club!

### The Demo Tennis Club

<u>Demo Club Test</u> is a test environment where you can try ClubSpark functionalities without risking to break anything.

## WHERE TO GET UPDATES



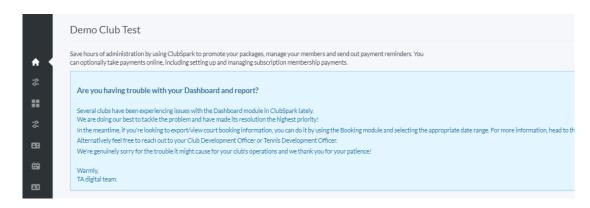
#### **TEAMS**

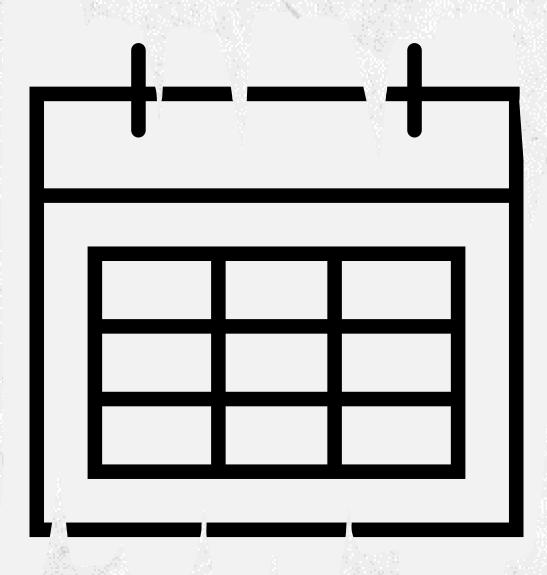
We're regularly sharing updates on the <u>Digital</u> enablement for club operators (ClubSpark) channel on Teams. So keep an eye on it!

#### Club's Admin Panels

There might be a bug or a new feature we need to also share with clubs, for this we'll use different functionality in ClubSpark (notification on the homepage, pop ups, etc.)

#### Example:





## **BOOKING**

#### **Key Features:**

#### • Accept online reservations and payments

- ✓ Allow members, casuals to book courts online any time of day and add guests
- ✓ Allow users to manage their court booking online
- ✓ Customize refund window. Users are automatically refunded their money within that window of time.
- ✓ Club administrators can also add front-desk bookings and record cash payments through their ClubSpark admin account
- ✓ Create Promocode for VIP usable online

#### • Publish court booking schedules online

- Allows club users to view court availability and book 24/7
- Different view of the schedule for different roles (everyone, members-only, admins)
- ✓ Easily setup and customize recurring & single bookings
- $\checkmark$  Link programs, tournaments & other events to court schedule
- ✓ Customize schedule to allow players to see names of other players
- ✓ Get your club on <u>Play Tennis</u> and allow hundreds of new casuals to quickly book one of your court online

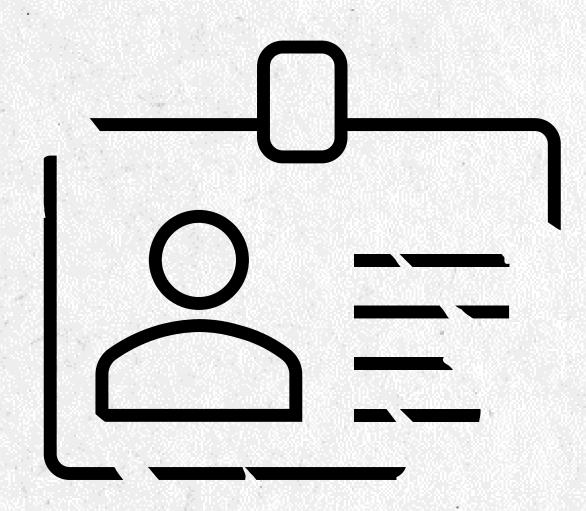
#### • Customize court schedules, fees and booking priviledges

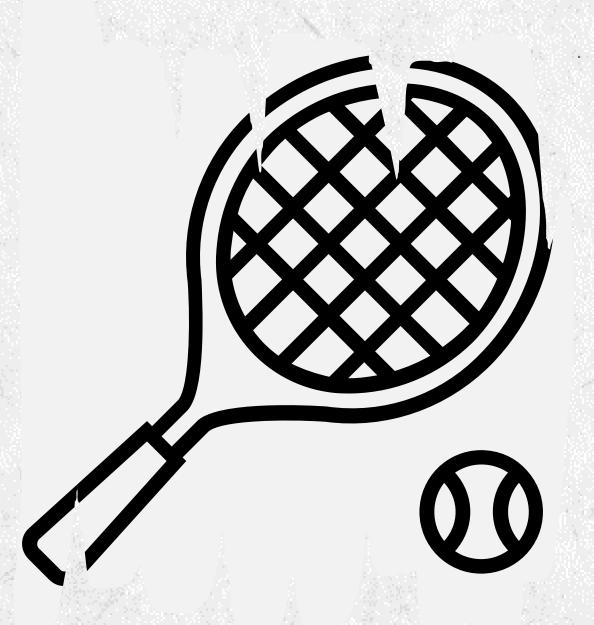
- ✓ Customize operating schedules for the winter and summer seasons. Close online booking for maintenance days and holidays.
- ✓ Customize court booking fees for prime and non-prime hours.
- ✓ Charge different courts fees for members, coaches, non-members, junior players etc.
- ✓ Customize how often different users can book courts and for how long.
- ✓ Customize advance booking periods for different users.

## **MEMBERSHIPS**

#### **Key Features:**

- Create and offer a variety of membership packages
  - ✓ Create single, family, couple or junior membership packages
  - ✓ Create memberships for a limited specific period and rolling start date membership
  - ✓ Easily import existing members from another system using an Excel spreadsheet
  - ✓ Create public, private (invite- only) and hidden membership packages
  - ✓ Each time you create a public membership package, it's automatically added to your website
- Collect online payment & track membership revenue
  - ✓ Allow members to pay online for membership
  - ✓ Enable one-time or monthly billing for membership
  - ✓ Enable discounts for renewing members
  - ✓ Track membership revenue on a daily, weekly, monthly or annual basis
  - ✓ Easily send membership payment requests
  - ✓ Club administrators can also add front- desk membership registrations if needed
- Develop and manage a database of tennis players
  - ✓ Easily access and email members through ClubSpark database
  - ✓ Streamline membership renewals for players
  - ✓ Identify lapsed members and send renewal reminders
  - ✓ Sort and filter members by age, gender, and customizable contact tags





## **PROGRAMS**

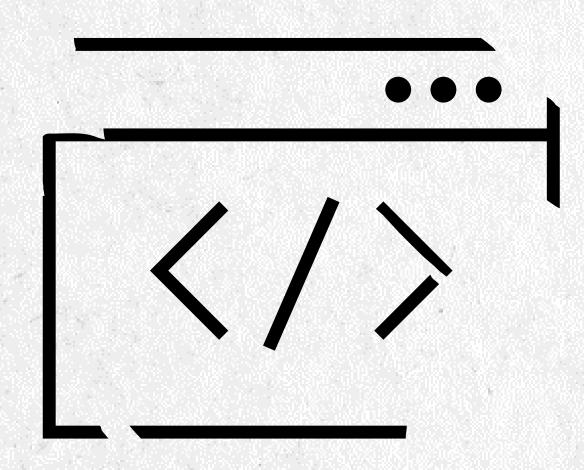
#### **Key Features:**

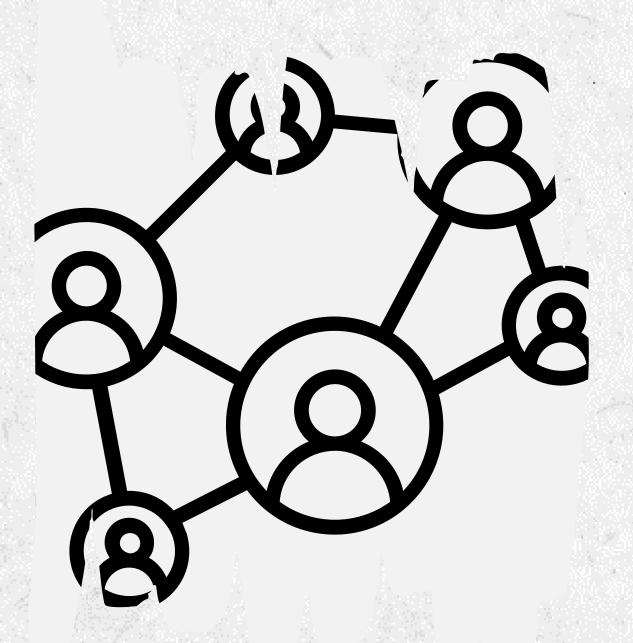
- Create programs, drop-in classes, and camps
  - ✓ Create multi-week courses for junior and adult players
  - ✓ Create one-time drop-in classes/clinics
  - ✓ Easily duplicate previous courses and classes
  - Create single-day or multi-day camps. Customize camps to allow users to register for full days, half-days or entire weeks.
  - Each time a program is created, it is automatically added to a club's programming webpage
- Accept online registration and payment
  - ✓ Allow users to register and pay online for courses, classes and camps
  - ✓ Allow parents to register and pay for multiple family members in one transaction
  - ✓ Allow users to view the number of spots available in a program
  - ✓ Share program registration links via email/newsletters
  - ✓ Club administrators can also add registrations and record cash payments through their ClubSpark admin account
- Track program attendance Easily view, print and export program enrolment lists
  - Check-in players to record program attendance
  - ✓ Increase available spots depending on demand
  - ✓ Send email reminders to registered participants through ClubSpark platform

## **WEBSITE**

#### **Key Features:**

- Create your own website for your organisation
  - ✓ ClubSpark is hosting your website for you, no need to worry about that
  - ✓ Create a functional website that can be optimise to rank at the top of any search engine's results for tennis searches in your area
  - ✓ Link your sponsors & social media to your website
- Easily customize your website
  - ✓ Add custom pages, news articles, images, videos and more
  - ✓ Choose a background and change colors in a few clicks
- Modern & mobile friendly
  - ✓ A responsive website that works on different screen sizes
  - ✓ Show the localization of your club on a map



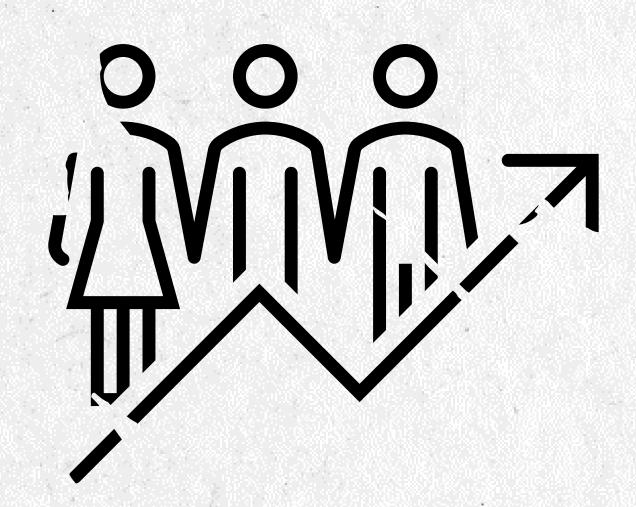


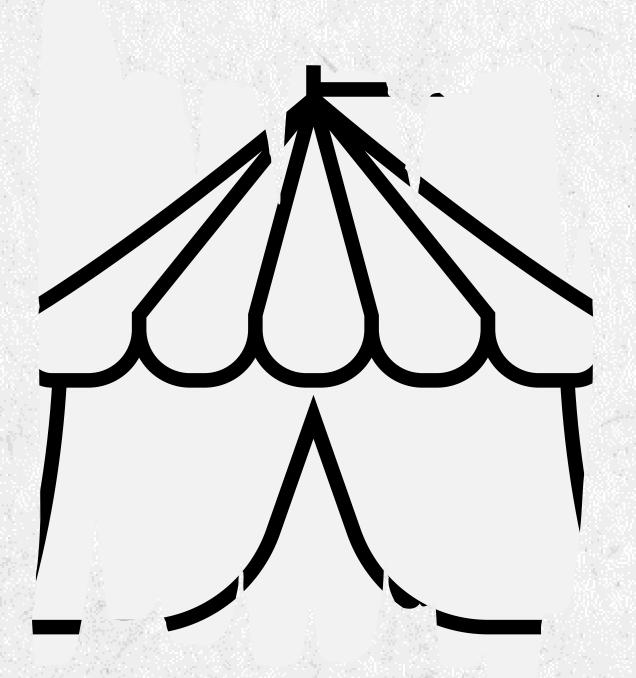
## **CONTACTS**

- Keep & Manage all your contacts in 1 place
- Easily edit & update members contact details
- Stay in touch by mail with everyone with just a few clicks

# DASHBOARD (BOOKING)

- Track members & casual booking activity
- Track booking revenue almost in real time
- Track cancellations and claimed discounts



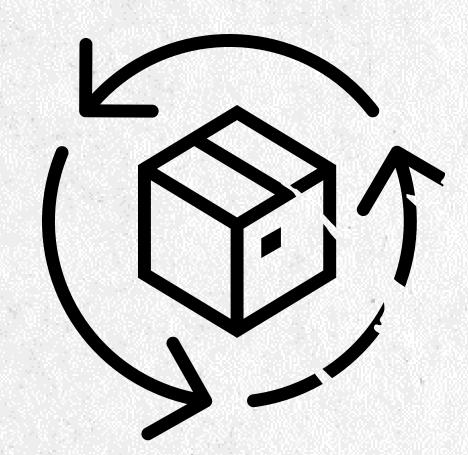


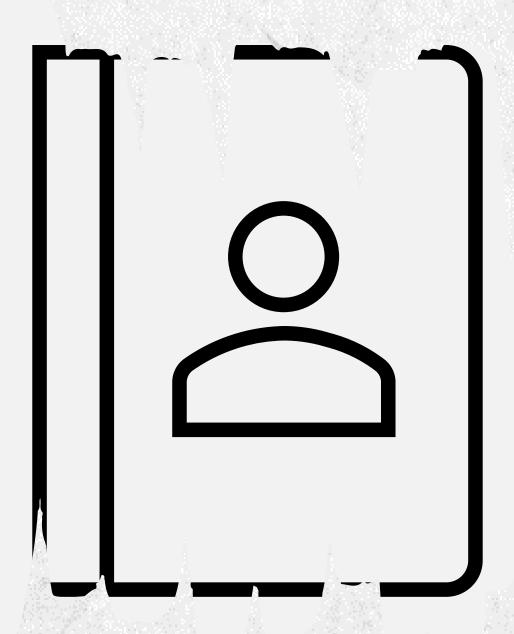
## **EVENTS**

- Advanced booking & online payments for any type of events you want to create at your venue
- Promote events via your club's website
- Manage attendance on the day
- Keep in contact with attendees before & after the event

## **ADD-ONS**

- Add club's merch, products or competition pass to a membership purchase
- Track all your add-ons orders (pending, completed & cancelled)



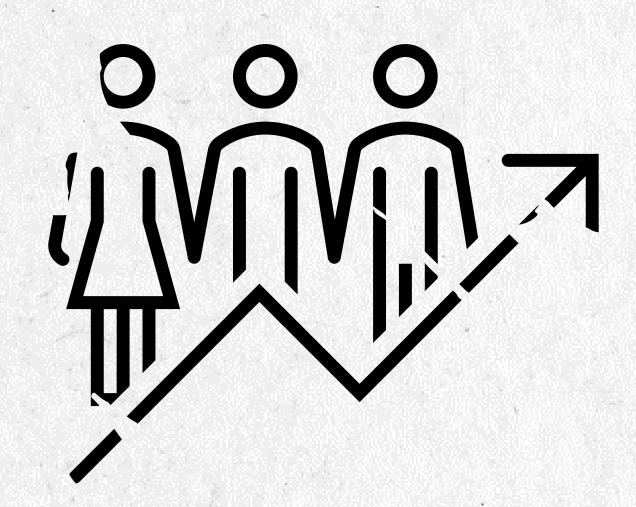


## **ADMINISTRATORS**

- Allow different administrators at your club to have their own personal logins & account
- Create different roles & limitations for different administrators and keep your club's data secured
- Choose if you want to get notified when someone is cancelling a booking, a new member is signing up or someone is registering for a course

## GATE ACCESS & LIGHTNINGS

- Easily connect & link your gate access alternative system to ClubSpark (for the moment, only Igloohome Locks and BAC are compatible with ClubSpark)
- Create and provide automated PINs to your players and staff members
- Manage your lightning schedules directly in ClubSpark







### **Ted Lasso**

"Taking on a challenge is like riding a horse. If you're comfortable while you're doing it, you're probably doing it wrong"

## Can't remember who says that...

"If you're afraid of change, wait until you become irrelevant..."



## THANK YOU

IF YOU NEED ANY HELP:

TEAMS - <u>Digital enablement for club</u> operators (<u>ClubSpark</u>) @askme

play@tennis.com.au