

## DEAR DONCASTER HOCKEY MEMBERS AND PLAYERS,

Doncaster Hockey Club is preparing for the 2024 season and is looking for opportunities to lower the playing cost for all senior, master's and junior players from all grades, as well as encouraging ongoing involvement of the greater community within our club. We are inviting players to seek individual player sponsorships to offset the costs of 2024 registration fees.



**NB: Player sponsorship must be sought by March 31st.**

Player sponsorship is a great opportunity for players to reduce their playing fees and equally importantly it gives DHC the opportunity to promote local businesses and companies. It encourages sponsors to support and watch hockey throughout the year which in turn helps us grow our supporter base.

## SPONSORSHIP PACKAGES

Player sponsorship is available in three packages provided it is sought by March 31<sup>st</sup> 2024.

Junior Package	Senior Package	Senior Plus Package
Available to juniors who are only playing juniors	Available to seniors and juniors playing seniors	Available to seniors and juniors playing seniors
<p>Support the sponsored player by contributing up to \$370 towards their 2024 registration fees</p> <p>Player's photo will be put on display along with your sponsor's logo on our DHC sponsorship wall.</p> <p>As sponsor you will receive a complimentary invitation to DHC's sponsor day.</p>	<p>Support the sponsored player by contributing up to \$840 towards their 2024 registration fees</p> <p>Player's photo will be put on display along with your sponsor's logo on our DHC sponsorship wall.</p> <p>As sponsor you will receive a complimentary invitation to DHC's sponsor day.</p>	<p>Support the sponsored player by contributing up to \$840 towards their 2024 registration fees</p> <p>Player's photo will be put on display along with your sponsor's logo on our DHC sponsorship wall.</p> <p>As sponsor you will receive a complimentary invitation to DHC's sponsor day.</p> <p>You will receive a 2024 DHC Social Membership valued \$100 (inclusive of 10% off canteen and bar purchases)</p> <p>1 x 2024 Presentation Night ticket</p>
<b>\$520 inc GST</b>	<b>\$1050 inc GST</b>	<b>\$1,330 inc GST</b>

## **NOTE:**

- o Sponsorship does not include HV membership costs.*
- o Excess from each sponsor contributes to securing additional resources club wide.*
- o Any difference between your subscription fees and package selected will need to be paid by the player (ie, if player's fees are higher than package value, for example seniors playing 2 masters, additional fees will apply)*

## **SOME USEFUL INFORMATION:**

Approaching and securing a sponsor can be intimidating for some. If you approach a potential Sponsor armed with the following guidelines, hopefully some of those fears can be alleviated.

- o Approach with the mindset of offering a potential sponsor the opportunity to advertise their goods or services at our club for a very reasonable cost. You are helping a sponsor rather than asking for a handout. You are helping them build their business.*
- o Inform the Potential Sponsor that their logo and bio will be seen by as many as 1000 individuals per week and is shown in prime position on the clubroom window.*
- o Inform the sponsor that our new website will also soon have a dedicated player sponsors page where their logo and company information will be presented.*
- o All player sponsors will receive an invitation to our newly revitalized sponsors day, where complimentary food and drinks will be provided.*
- o All sponsors will be given the opportunity to meet our current Olympian Josh Simmonds at our sponsors day.*
- o Perhaps you could appeal to their community spirit by way of supporting a growing gender equality sport.*
- o All player sponsors are welcome to come down to any games at any time and will be welcomed and shown around by dedicated club members. You will be given a game schedule to give to your sponsor.*
- o As a sponsored player you will be better able to support you passion for playing Hockey.*
- o Maybe you could consider a hybrid Sponsorship model where you pay some of the cost and your sponsor pays the rest. This way at least you will still get some of your fees paid.*
- o If all else fails and you are going to have to pay your own fees anyway maybe you could offer your potential sponsor to just pay the additional fee (but still get all the benefits). If they enjoy the relationship with you and the club, they may then be primed to pay your full fees next year.*
- o Are you a younger member whose business owning parents or other relative is going to pay your fees for you? Perhaps you could contribute a small portion and upgrade their contribution to player sponsorship. Or perhaps those paying your fees see the value in getting Free advertising for a little extra cost.*
- o Still not sure how to proceed? Feel free to give Craig Simmonds a call to discuss your individual situation. To do so please send Craig a text to 0417 513 813 to make an appointment to chat.*

## HOW TO APPLY FOR PLAYER SPONSORSHIP 2024

To secure player sponsorship for 2024, players and sponsors must complete the below steps and make a **full payment by 31<sup>st</sup> March.**

Complete the attached Sponsorship Application form and share this along with your sponsor's logo to: [sponsors@doncasterhockeyclub.com.au](mailto:sponsors@doncasterhockeyclub.com.au)



Complete the two part Registration:

- 1) HV Rego – if you haven't already registered with HV, sign into Teamapp and click on HV Registration. Follow the prompts to register and pay the HV fee



- 2) DHC Rego – Go to Majestri: [doncasterhockeyclub.majestri.com.au](http://doncasterhockeyclub.majestri.com.au)  
Under Winter Season 2024, click "Register Now"



Fill in your email address to sign in. Retrieve a 6-digit verification code from your emails to complete the sign in process



Follow the registration process, until the final "pay now" button. Press the "Pay in full with Credit card" button, but then cancel out of the process.



Once the sponsor has transferred the money directly into the Clubs bank account, the Registrations team will update your Majestri account to show no money owing.



If you have any questions or inquiries, please contact  
Craig Simmonds 0417 513 813  
Jacqui Allen 0403 490 459

## THANK YOU FOR HELPING SUPPORT THE DONCASTER HOCKEY CLUB!

Sincerely, on behalf of the Executive,

Craig Simmonds  
Doncaster Hockey Club