



# SCoT Connect

Scottish Council of Taekwondo

## Abstract

From January 2021, we will have a new membership structure. This document details the different categories of 'SCoT Connect' and its offers

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## SCoT Connect

### Why SCoT Connect?

- As our organisation develops, we will have wide ranging offers which will support additional people of the Taekwondo community. To date, our offer has been centred on groups and clubs/schools. We are now we are in a place to offer **benefits to individuals** across the Taekwondo community.
- We recognise that groups, clubs/schools and individuals are at the heart of the taekwondo community and it is important that we reach the whole Taekwondo community to support them with their ambitions. Having an individual offer makes SCoT a more inclusive and impactful organisation with the sport of Taekwondo central to everything we do.

### What we are Changing

The names of the various categories will be referred to as ‘\*category\* Connect’ e.g. Group Connect, Club Connect, and Individual Connect.

Should your group or club/school be unable to afford this expense due to the impact of COVID-19, please let us know. More details can be found on page 4 ‘COVID-19 Impact & Finances’.

Previously at Scottish Council of Taekwondo (SCoT), we have offered only a FULL Membership for clubs and groups. The price paid for this has been determined by the number of members within your group or club. The key benefit aside from our support for this type of affiliation is the right to vote at General Meetings. We have no plans to alter this and the cost will remain fixed for at least a year.

In 2021, we will for the first time offer an ‘Individual Connect’ offer which will be charged at a ‘Pay What You Can Afford’ style for the short-medium term. We understand the impact of COVID-19 on the economy and households, so we want to be as accessible as possible. By ‘Individual Connect’, we mean a unique person. Currently, the key benefit associated with this type of membership is receipt of a discount card per individual. Sign up will be through our CRM.

We will also offer a ‘Club/School Connect’ offer, likely to appeal to those who are not members of a group. Should your group become an ‘Group Connect’, your clubs/schools will automatically become a ‘Club/School Connect’. We are proposing an affiliation that delivers a financial kick-back for clubs/schools so that they can clearly see the benefits of a paid affiliation to SCoT.

When an individual from your club/school signs up to the ‘Individual Connect’ and ‘pays what they can afford’, we will offer a 50% financial kick back to your club/school if the club/school becomes a ‘Club/School Connect’. This means that the more of your club/school individual members that register and pay for an ‘Individual Connect’ the bigger the financial reward will be for your club/school. We will then distribute financial ‘kick-backs’ at the end of the year. For example, should an individual pay £20 for an ‘Individual Connect’ we will give your club back £10.

We know that some groups and clubs/schools have already been bulk uploading individuals to our CRM system. We will continue to offer that. We will then tell the club/school that the individuals can go onto the CRM system and take advantage of their ‘Individual Connect’ benefits (i.e. obtain a SCoT Rewards card).

## SCoT Rewards Card

A unique person can now buy a 'SCoT Rewards Card' once a person gets an 'Individual Connect' and 'Pays What They Can Afford'. Once an 'Individual Connect' is obtained, a person can get a 'SCoT Rewards Card' for just £7. This will allow individuals to take advantage of discounts from a variety of top retailing brands. Given the current climate, it is as important as ever to make savings and we recognise this.

## The SCoT Connect Categories

	PRICE	WHO IS IT FOR
<b>GROUP CONNECT</b>	<p><u>Depending on Size</u></p> <ul style="list-style-type: none"> <li>• £100 (0 - 500 members)</li> <li>• £200 (501 - 1000 members)</li> <li>• £300 (1000+ members)</li> </ul>	<p>For groups of clubs/schools . For example: Taekwondo UK; UKTC; GMAC Martial Arts</p>
<b>CLUB/SCHOOL CONNECT</b>	<p><u>Depending on Size</u></p> <ul style="list-style-type: none"> <li>• £50 (0 - 50 members)</li> <li>• £100 (51 - 100 members)</li> <li>• £150 (100+ members)</li> </ul>	<p>For individual clubs/schools. For example: Titan TKD; East Lothian TKD</p> <p><small>*Note, there is a financial incentive to register your unique club/school due to 'Kick-Back'</small></p>
<b>INDIVIDUAL CONNECT</b>	'PAY WHAT YOU CAN AFFORD'	For individuals who are attached to a club/school or an group. It is also for individuals who are unattached

## Further Information on 'SCoT Connect' Categories

- The 'Group Connect' is for group of clubs. For example, Taekwondo UK, UKTC
- The 'Club/School Connect' is for unique clubs/school. There is financial incentive to register your unique club/school. For example, Titan TKD and East Lothian TKD
- Clubs/schools who are unattached can also obtain an 'Club/School Connect' too
- Each registered 'Club/School Connect' will receive a financial 'Kick-Back' based on the number of 'Individual Connect' registrations associated to your club/school. For example, should an individual pay £20 for an 'Individual Connect' we will give your club/school back £10.
- A 'Kick-Back' can only be given to a club/school if they register for a 'Club/School Connect'

- Given the financial ‘kick-back’ it is hoped that clubs/schools see the benefit in directly obtaining a paid ‘Club/School Connect’ with us even if their group joins a ‘Group Connect’ only for the financial incentive
- For ‘Individual Connect’ we have introduced a ‘Pay What You Can Afford’ option. Whatever an individual pays, the club/school associated will receive a 50% ‘kick-back’. Your club/school will need to obtain the ‘Club/School Connect’ to get this ‘kick-back’
- Despite the ‘Pay What You Can Afford’ option, the recommended price for an ‘Individual Connect’ is £20.
- Once an individual has registered for a ‘SCoT Connect’ they can then pay for a ‘SCoT Rewards Card’. See details for this above

### COVID-19 Impact & Finances

Due to the COVID-19 impacts, should your group or club not be able to afford the SCoT Connect expense, please let us know. On a case-by-case basis we can look at bespoke payment plans and postpone payments. Please continue to register through the CRM system and we can look at bespoke payment plans should your organisation not afford this expense.

### Proposed AGM Voting Rights

We propose the following voting rights:

- Group Connect
  - o £100 = 1 vote
  - o £200 = 3 votes
  - o £300 = 5 votes

### The SCoT Connect Benefits

#### **‘Group Connect’ Benefits**

<b>Available Now</b>
<ul style="list-style-type: none"> <li>• Your group members can sign up to receive a ‘SCoT Rewards’ card to obtain discounts on a wide range of large and small retail brands</li> </ul>
<ul style="list-style-type: none"> <li>• Take part in our Virtual Club Hub to discuss all developments in Scottish Taekwondo</li> </ul>
<ul style="list-style-type: none"> <li>• We can offer you an affordable and quality CRM system called ‘Club +’ for your own group or club use</li> </ul>
<ul style="list-style-type: none"> <li>• Receive our monthly newsletter, giving you the ability to stay up to date with all things Taekwondo in Scotland</li> </ul>
<ul style="list-style-type: none"> <li>• Opportunity to attend our bi-monthly webinars which are focused on improving club/school efficiency and effectiveness</li> </ul>
<ul style="list-style-type: none"> <li>• Undertake continual improvement opportunities such as our new SQA accredited coaching &amp; instructing certificates</li> </ul>

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|--|
| <ul style="list-style-type: none"> <li>• Support in organising safeguarding courses to ensure individuals are safe and coaches meet standards</li> </ul> |
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### 'Club/School Connect' Benefits

<b>Available Now</b>
<ul style="list-style-type: none"> <li>• Get a financial 'kick-back' based on the number of individuals that obtain an 'individual membership'</li> </ul>
<ul style="list-style-type: none"> <li>• Bespoke 1-2-1 support for your club/school should you need any help or advice</li> </ul>
<ul style="list-style-type: none"> <li>• Your club/school members can sign up to receive a 'SCoT Rewards' card to obtain discounts on a wide range of large and small retail brands</li> </ul>
<ul style="list-style-type: none"> <li>• Take part in our Virtual Club Hub to discuss all developments in Scottish Taekwondo</li> </ul>
<ul style="list-style-type: none"> <li>• We can offer you an affordable and quality CRM system called 'Club +' for your own group or club use</li> </ul>
<ul style="list-style-type: none"> <li>• Receive our monthly newsletter, giving you the ability to stay up to date with all things Taekwondo in Scotland</li> </ul>
<ul style="list-style-type: none"> <li>• SCoT will invest a significant amount into a CRM system to manage your membership, offer you events, offer you training and offer the clubs a quality service</li> </ul>
<ul style="list-style-type: none"> <li>• Opportunity to attend our bi-monthly webinars which are focused on improving your club's efficiency and effectiveness</li> </ul>
<ul style="list-style-type: none"> <li>• Support in organising safeguarding courses to ensure individuals are safe and coaches meet standards</li> </ul>
<ul style="list-style-type: none"> <li>• Undertake continual improvement opportunities such as our new SQA accredited coaching &amp; instructing certificates</li> </ul>
<ul style="list-style-type: none"> <li>• Research into more affordable insurance packages for your members**</li> </ul>

\*Remember, you can still bulk upload individuals to our CRM if you'd prefer this. Individuals can log into the CRM and then obtain a 'SCoT Rewards' card.

\*\* Insurance – This is likely to appeal to the 'smaller' clubs/schools. SCoT may be able to offer insurance to clubs/schools, so their members are insured. Given our potential scale, we may be able to offer this cheaper than clubs/school can get themselves. Clubs/schools could then be making a saving by just getting a membership through us rather than paying for insurance.

### 'Individual Connect' Benefits

<b>Available Now</b>
<ul style="list-style-type: none"> <li>• Obtain a 'SCoT Rewards' card to obtain discounts on a wide range of large and small retail brands</li> </ul>
<ul style="list-style-type: none"> <li>• Receive our monthly newsletter, giving you the ability to stay up to date with all things Taekwondo in Scotland</li> </ul>
<ul style="list-style-type: none"> <li>• Being an individual member could financially benefit your club/school through 'kick-back'</li> </ul>
<ul style="list-style-type: none"> <li>• SCoT invest a significant amount into a CRM system to manage your membership, offer you events, offer you training and offer the you a quality service</li> </ul>

<ul style="list-style-type: none"><li>• Undertake continual improvement opportunities such as our new SQA accredited coaching &amp; instructing certificates</li></ul>
<ul style="list-style-type: none"><li>• Undertake safeguarding courses to ensure individuals are safe and coaches meet standards</li></ul>
<ul style="list-style-type: none"><li>• Take part in our 'virtual coaching community' as we discuss key coaching topics as an informal piece of coach education</li></ul>
<ul style="list-style-type: none"><li>• Entry into our forthcoming events</li></ul>

Note, this membership is for individuals who are members of clubs/school or groups and for those individuals 'unattached' to clubs/schools or groups.