



---

## Membership Guarantee Program

Bay of Quinte Golf & Country Club wants members to feel like they received good value for their 2018 membership. It is because of this that we have launched a Membership Guarantee Program. It is important to us that everyone who becomes a member and has the best of intentions of being able to play lots of golf throughout the season but can't...well we understand things pop up, medical issues occur, family stuff happens, etc. For this reason we don't want anyone to end up being disappointed at the end of the year feeling they didn't get their money's worth—so here is how our new Membership Guarantee Program works, and how it reduces the concerns of not being able to use the membership as much as planned

We have developed the **Membership Guarantee Program** based on the following calculations: the cost of 18 hole rounds (because that is normally how many holes people play per day) and also based on our belief that for members this can be very difficult and challenging to track.

---

**The Guarantee Program takes into account the BREAK EVEN element.**

- **Full Individual Membership & Weekday Individual Membership** 40 Rounds
- **Couples Full/Weekday Membership** 80 Rounds (between both people)

---

### So here is how it works:

- If you meet or exceed the BREAK EVEN number of rounds your cost for the following year is the normal membership cost
- If you are between 75-100% of the BREAK EVEN POINT you will only pay 75% of the value of the NEXT years membership
- If you are between 50-75% of the BREAK EVEN POINT you will only pay 50% of the value of the NEXT years membership
- If you are between 25-50% of the BREAK EVEN POINT you will only pay 25% of the value of the NEXT years membership
- If you play LESS than 25% of the BREAK EVEN POINT your membership will be transferred into the following year at no charge

*This will allow you another season to amortize your membership benefit cost and to help you receive better value for your dollar.*

### **There are a few conditions such as:**

- **In order to qualify** for this program it is necessary that you register at the PRO SHOP every time you come out to play. If you do not sign in, it will disqualify you from being eligible for the program.
- **This program will only be valid** for years (time frame) where you have paid the full cost of a membership. The 2nd year after you paid the discounted membership fee you would not qualify for this program so on the 3rd year you would go back to paying the full membership price.
- **The 2nd year discounted membership must be paid by Nov 1st** of the 1st year of membership. This is necessary in order to receive the discounted deal. If you pay on or before November 1st and cannot play at all the following year we will either allow you to postpone your membership until the following year or we will refund your money by May 31st of that 2nd year. This choice will be up to the individual member(s).
- This program will only apply to the memberships that are: Full Individual, Weekday Individual, Full Couple and Weekday Couple memberships.

---

### **Membership Rewards Program.**

This program is basically a pre-paid BoQ Credit (Gift) Card that can be purchased in \$100 increments by members. This card is very flexible and can be used for the following: food and beverage anywhere on site, car detailing, lessons and golf and cart fees.

**Note:** Instantly rewards member 10% for their patronage. No need to collect or track points. However, the card cannot be used to pay for memberships or for golf merchandise.

**Example of how easily the reward works:** Purchase \$100 BoQ Credit (Gift) Card and instantly receive \$10 attached to the card—for every \$100 purchase you will (benefit) receive an extra \$10 on your card.