

Use Same Deal as 2020 Agreement



Public Course

Use Same Deal as 2020 Agreement + Group Pass

Private Course

2021 VICTORY GOLF COURSE AGREEMENT

This is an Agreement between **Victory Golf Management, LLC**, and

_____ located in _____ County
 Name of Golf Course ("The Course")

Course Address: _____
Street City State Zip

Pro Shop Phone: _____ Toll Free #: _____ Fax: _____

Website: _____ Course Contact Email: _____

Notable Star Rating (i.e. Golf Digest)/Awards: _____
(Notable Awards/Recognition will be published in Victory Golf Pass. Please print & cite clearly - Award, Year(s), and Publication/Organization.)

"Deal" Rates:	Valid Times:	# Uses per Victory Golf Pass Holder:
---------------	--------------	--------------------------------------

<p>★ SUPER SAVER! <i>Best - Extra Deep Deal</i></p> <p><input type="checkbox"/> One FREE Greens Fee w/ Paid Cart</p> <p><input type="checkbox"/> Super Saver Rate: \$ _____</p>	<p><input type="checkbox"/> 7 Days Anytime <input type="checkbox"/> Mon-Fri Anytime</p> <p><input type="checkbox"/> Other: _____</p>	<p><input type="checkbox"/> 1 Time Use <input type="checkbox"/> 2 Times <input type="checkbox"/> Other: _____</p>
--	---	---

<p>WEEKDAY</p> <p>Morning Player's Fee: \$ _____</p> <p>Midday Player's Fee: \$ _____</p> <p>Twilight Player's Fee: \$ _____</p>	<p>(Monday-Friday)</p> <p><input type="checkbox"/> Open-10 am <input type="checkbox"/> Other: _____</p> <p><input type="checkbox"/> 10 am-2 pm <input type="checkbox"/> Other: _____</p> <p><input type="checkbox"/> 2 pm-Close <input type="checkbox"/> Other: _____</p>	<p><input type="checkbox"/> 2 Times <input type="checkbox"/> 4 Times <input type="checkbox"/> Unlimited <input type="checkbox"/> Other: _____</p>
---	---	--

<p>★ WEEKEND</p> <p>Morning Player's Fee: \$ _____</p> <p>Midday Player's Fee: \$ _____</p> <p>Twilight Player's Fee: \$ _____</p>	<p>(Saturday, Sunday, *Holidays)</p> <p><input type="checkbox"/> Open-10 am <input type="checkbox"/> Other: _____</p> <p><input type="checkbox"/> 10 am-2 pm <input type="checkbox"/> Other: _____</p> <p><input type="checkbox"/> 2 pm-Close <input type="checkbox"/> Other: _____</p>	<p><input type="checkbox"/> 2 Times <input type="checkbox"/> 4 Times <input type="checkbox"/> Unlimited <input type="checkbox"/> Other: _____</p> <p>*Holidays? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Custom: _____ <small>Father's Day, Mother's Day, Good Friday, Memorial Day, 4th of July, Labor Day</small></p>
---	---	--

<p>★ FOURSOME</p> <p><input type="checkbox"/> 4 Play for \$ _____</p> <p><input type="checkbox"/> 4 Play for the Price of 3 (Posted Rate)</p>	<p><input type="checkbox"/> Mon-Fri Anytime, S-S after _____ am / pm</p> <p><input type="checkbox"/> Other: _____</p>	<p><input type="checkbox"/> 2 Times <input type="checkbox"/> 4 Times <input type="checkbox"/> Unlimited <input type="checkbox"/> Other: _____</p> <p>★ Victory "Group Pass" 6+ players! See Pg 2 -> </p>
--	---	---

<p>SENIOR (Age 60+)</p> <p><input type="checkbox"/> \$5 Off Posted Senior Rate <i>Or</i></p> <p><input type="checkbox"/> One FREE Greens Fee w/ Paid Cart <i>Or</i></p> <p><input type="checkbox"/> Senior Player's Fee: \$ _____</p>	<p><input type="checkbox"/> Mon-Fri Anytime <input type="checkbox"/> 7 Days Anytime</p> <p><input type="checkbox"/> Other: _____</p> <p>Age Requirement other than 60+: Age: _____</p>	<p><input type="checkbox"/> 2 Times <input type="checkbox"/> 4 Times <input type="checkbox"/> Unlimited <input type="checkbox"/> Other: _____</p>
--	---	--

<p>OFF-SEASON (Nov-Mar)</p> <p><input type="checkbox"/> Off Season Weekday: \$ _____</p> <p><input type="checkbox"/> Off Season Weekend: \$ _____</p>	<p><input type="checkbox"/> 7 Days Anytime <input type="checkbox"/> Other: _____</p> <p>Additional Off Season Months: _____</p>	<p><input type="checkbox"/> 2 Times <input type="checkbox"/> 4 Times <input type="checkbox"/> Unlimited <input type="checkbox"/> Other: _____</p>
--	--	--

<p>HERO (US Military & Veterans) <i>Must Show Official ID at Pro Shop</i></p> <p><input type="checkbox"/> \$15 Off Regular Posted Rate <i>Or</i></p> <p><input type="checkbox"/> Hero Rate: \$ _____</p>	<p><input type="checkbox"/> 7 Days Anytime <input type="checkbox"/> Mon-Fri Anytime</p> <p><input type="checkbox"/> Other: _____</p>	<p><input type="checkbox"/> 2 Times <input type="checkbox"/> 4 Times <input type="checkbox"/> Unlimited <input type="checkbox"/> Other: _____</p>
--	---	--

<p>★ JUNIOR (Age 18 & Under)</p> <p><input type="checkbox"/> Kids Play FREE w/ pd Victory Adult <i>Or</i></p> <p><input type="checkbox"/> Junior Rate: \$ _____</p>	<p><input type="checkbox"/> Anytime <input type="checkbox"/> Other: _____</p> <p>Age Requirement other than 18: Age: _____</p>	<p><input type="checkbox"/> 2 Times <input type="checkbox"/> 4 Times <input type="checkbox"/> Unlimited <input type="checkbox"/> Other: _____</p>
--	---	--

<p>★ EXTRA VALUES</p> <p><input type="checkbox"/> Pro Shop: 10% Off In-Stock Items</p> <p><input type="checkbox"/> Other: _____</p>	<p><i>Entice Customer to Spend More at your Property!</i></p> <p><input type="checkbox"/> Range: Buy 1 Basket, Get 1 FREE (same size)</p> <p><input type="checkbox"/> Restaurant: 10% Off <i>Tip Not Included</i></p>	<p><input type="checkbox"/> 1 Time <input type="checkbox"/> 2 Times <input type="checkbox"/> Unlimited <input type="checkbox"/> Other: _____</p> <p>★ Victory Day! / Lesson Center / Victory Hope See Pg 2 -></p>
--	---	--

I want to sell the 2021 Victory Golf Pass in my Pro Shop and will purchase # _____ @ \$35 each. *Agreement Pg 2 -->*

X _____
Authorized Representative of Participating Club Print Name Title Date



2021 VICTORY GOLF COURSE AGREEMENT

This is an Agreement between **Victory Golf Management, LLC**, and

Print Name of Golf Course _____

The Parties Agree to the Following:

The Course and its Authorized Representative agree to allow Victory Golf Management, LLC to link The Course's website to the Victory Golf Pass website, to publish, print, and promote The Course's Name and/or Logo using fliers, posters, advertisements, apps, and E-mail as a participating golf course in the 2021 Victory Golf Pass.

The 2021 Victory Golf Pass will be sold and distributed throughout Pennsylvania, New Jersey, Delaware, Maryland and Virginia.

This agreement may be terminated by mutual consent of both parties or upon the insolvency or bankruptcy of either party.

The Course agrees to offer and honor holders of the 2021 Victory Golf Pass book permission to play The Course up to 7 Days a Week all season from January 1-December 31, 2021 at a Player's Fee that is a Substantial Savings off published Top Rate and includes Greens and Cart Fees.

★ "Starred" Deals - Earn FREE Books! See Victory's Incentive Program for details

VICTORY BONUS DEALS - Create Additional Marketing Exposure:

★ VICTORY DAY! ~ Hold a Victory Outing Day

Showcase your Public or Private Course by holding a Victory Day!

Pick your Victory Day Date(s) & Rate, and add custom options to boost play at your course. Victory Days are prominently featured in our book and website providing - our *maximum* level of FREE marketing and exposure for your course! Perfect for Private Courses = invite Victory golfers to be a "Member for a Day".

Step 1: **Victory Day Outing Date(s):** _____

Step 2: **Victory Day Player's Fee:** \$ _____

Valid Anytime **Valid:** _____

Step 3: **FREE - 1 Basket of Range Balls Prior to Round**

FREE - 1 Logo Golf Ball (your course)

Custom: _____

★ LESSONS ~ PGA LESSON CENTER Special Section

The Victory Golf Pass Book highlights local PGA Golf Professionals and Teaching Professionals in a Special Section called the "PGA Lesson Center". Get Noticed! A bonus FREE way to market your pros to thousands of avid local golfers!

*PGA/Teaching Professional Name(s): _____

Contact Telephone #: _____

Contact Number will be published in Victory Golf Pass Book

Please Choose One:

Buy 1 Lesson, Get 1 FREE | **Buy 2 Lessons, Get 1 Lesson FREE**

★ VICTORY HOPE FOUNDATION ~ Donate

The Victory Hope Foundation, our 501(c)(3) tax exempt private foundation benefits local and national charities. We thank you for contributing!

\$ _____ **Donation to Victory Hope Foundation**

All Donations are Tax Deductible. Example: a Dollar amount, Golf Foursome, or Gift of your choice.

★ VICTORY GROUP PASS ~ Get More Golfers Playing!

6 or MORE PLAYERS = MORE REVENUE!

The Victory Group Pass is a new and exclusive way for golf courses to incentivize six or more golfers to play with their friends as a group at your course.

A Win-Win. Our brand new program rewards golfers incrementally - the more players they bring, the more they each save. Plus - the more tee times you fill, the more money you make.

• It's easy! Based on the # of players, Victory Golf Pass members will receive additional per player discounts as a perk. (See *Victory Group Pass Pricing Chart below that will also be printed in the front of the 2021 Victory Golf Pass book.*)

Basic Rules:

• Players - Every Player in the Group MUST have a 2021 Victory Golf Pass book in hand at the Pro Shop to receive special group discounts.

• Group Savings - ONLY applies to your Victory **Weekday** and **Weekend** rates.

• Pro Shop Staff - will apply the group incentive discount to each player based on the "Victory Deal Price" and "Number of Players" in group using chart below. Staff checks off the appropriate Weekday or Weekend deal in each customer's book as usual.

Get Noticed: Victory Group Pass participating courses will stand out with our special "G" Logo in the book - and online - for golf groups to easily locate and play.



Victory Group Pass Pricing Chart

Victory Deal Price	# of Players in Group / Per Person \$ Off Discount			
	6-8 Players	9-16 Players	17-24 Players	25+ Players
\$1 - \$20	\$1	\$1	\$1	\$2
\$21 - \$40	\$2	\$3	\$4	\$5
\$41 - \$60	\$4	\$5	\$6	\$8
\$61 - \$80	\$5	\$7	\$9	\$11
\$81 - \$100	\$7	\$9	\$11	\$14
\$100+	\$8	\$11	\$14	\$17

X

Authorized Representative of Participating Club _____

Print Name _____

Title _____

Date _____

Use Same Deal as 2020 Agreement



Public Course

Private Course

2021 DRIVING RANGE / PAR 3 / MINI GOLF AGREEMENT

This is an Agreement between Victory Golf Management, LLC, and

_____ located in _____ County
Name of Golf Course / Golf Facility ("The Course")

Course Contact Information

Course Address: _____
Street City State Zip

Shipping Address: _____
(If different from above) Street City State Zip

Pro Shop Phone: _____ Toll Free #: _____ Fax: _____

Website: _____ Contact E-mail: _____

Notable Awards: _____
(Notable Awards will be published in the Victory Golf Pass. Must mention Name of Award, Publication & Date Received)

The Parties Agree to the Following:

The Course and its Authorized Representative agree to allow Victory Golf Management, LLC to link The Course's website to the Victory Golf Pass website, to publish, print, and promote The Course's Name and/or Logo using fliers, posters, advertisements, and E-mail as a participating golf course in the 2021 Victory Golf Pass. The 2021 Victory Golf Pass will be sold and distributed throughout Pennsylvania, New Jersey, Delaware and Maryland.

This agreement may be terminated by mutual consent of both parties or upon the insolvency or bankruptcy of either party.

- Step 1: **DRIVING RANGE:** **NUMBER OF USES (per Victory Golf Pass Member):**
 Buy 1 Basket of Balls, Get 1 Basket of Same Size FREE 2 Time Use 4 Time Use Unlimited Use
- PAR 3 COURSE:** Buy 1 Greens Fee, Get 1 FREE 2 Time Use 4 Time Use Unlimited Use
- MINI GOLF:** Buy 1 Greens Fee, Get 1 FREE 2 Time Use 4 Time Use Unlimited Use

- Step 2: **Valid WEEKDAY Times:** **Valid WEEKEND Times (before Twilight):**
 Anytime Monday-Friday 10 a.m. - 2 p.m. Anytime
 Custom: FROM _____ am/pm TO _____ am/pm After 11 a.m.
 Custom: FROM _____ am/pm TO _____ am/pm

- Step 3: **HOLIDAY Rules:** *Holidays include Father's Day, Mother's Day, Good Friday, Memorial Day, 4th of July, Labor Day*
 Valid ALL Holidays & Holiday Weekends
 Not Valid any Holidays
 Not Valid on Holidays, but Victory Golf Pass will be honored during Holiday Weekend
 Custom: Not Valid: _____

- Step 4: **PRO SHOP:** Item _____ @10% Off *Excluding Golf Balls*

LESSONS: PGA LESSON CENTER Special Section

Include and promote your PGA Golf Professional(s) / Teaching Professional(s) in Victory's "PGA Lesson Center" Directory.

*PGA/Teaching Professional Name: _____

Contact Telephone #: _____

Name & Contact Number will be published in Victory Golf Pass Book

Please Choose One:

Buy 1 Lesson, Get 1 Lesson FREE

Buy 2 Lessons, Get 1 Lesson FREE

Yes! We want to Sell the Victory Golf Pass book in our Pro Shop and will purchase # _____ @ \$35 each.

We'd like to make a tax deductible contribution of \$ _____ to the Victory Hope Foundation.

X _____
Authorized Representative of Participating Club Print Name & Title Phone # Date

Bonus!



2021 Course Incentive Program

Free Books!

Get FREE Books and Earn from \$300 to \$2,398 in Value - You Keep all the Money!
It's Easy! Just check the boxes below when you create your Course promotional deals.

Get 5 FREE Books

(\$300 value) by providing:

Early Bird

New Incentive for 2021!

Hurry! Email or Return your 2021 Victory Golf Pass Course Deal/Agreement to us by:

• **September 30, 2020**

Get 5 FREE Books

(\$300 value) by providing:

Weekends Before Noon

New Incentive for 2021!

Offer a Weekend Deal that provides usage at some time before 12pm on Saturday & Sunday.

• **Weekends Before 12pm**

Get 5 FREE Books

(\$300 value) by providing:

Foursome

New Incentive for 2021!

Offer a 7-Day Foursome Special:

- **4 Play for \$ _____**
- or-
- **4 Play for Price of 3**

Valid Monday-Friday anytime, Saturday-Sunday after ___ am/pm.

Get 5 FREE Books

(\$300 value) by providing:

Super Saver!

Create a 1 Time Use Super Saver Deal! "Best" Extra Deep Discount such as:

- **One FREE Greens Fee w/ Paid Cart**
- or
- **\$_____ Super Saver Special Rate**
(40% Off Posted Rate Recommended)

Get 5 FREE Books

(\$300 value) by providing **BOTH** of the following:

Senior Special
(Age 60+)

Off-Season
(Nov-Mar Rates)

Get 5 FREE Books

(\$300 value) by providing **BOTH** of the following:

Hero Rate
(US Military Active & Veterans)

Junior Special
(Age 18 & Under)

Get 5 FREE Books

(\$300 value) by providing:

Victory Group Pass

For 6 or More Players
More Players = More Money!

- Group Incentive Program
- Per Person Discounts off Victory Deal based on # of Players in Group
(It's Easy! See Chart/Flier Attached)

• **Look for the "G" Logo!**
Get Noticed in book and Online



Get 5 FREE Books

(\$300 value) by providing **TWO or More** of the following:

Victory Day!

Lessons

Victory Hope

The Victory Hope Foundation, our 501(c)(3) tax exempt private foundation

Range

Pro Shop

Restaurant

Sell or Use as Giveaways/Prizes!

Note: FREE 2021 Victory Golf Pass Books will be delivered to courses starting after April 15, 2021.

VICTORY GOLF PASS, 128 KAREN DRIVE, RISING SUN, MARYLAND 21911 | victorygolfpass.com | 877-VGP-5316

Big!



Victory "Group Pass"

6 or More Players = More Money!

What is the Victory Group Pass?

The Victory Group Pass option is a new and exclusive way for golf courses to incentivize six or more golfers to play with their friends as a group at your course. Based on the number of players, Victory Golf Pass members will receive additional per player discounts as a perk. It's that easy!

More Rounds = More Revenue! More golfers means fuller tee sheets, more word-of-mouth exposure, and more money for your bottom line at the end of the day.

How does the Victory Group Pass Work?

Applying the Victory Group Pass savings to the customer is simple for both your staff and the customer.

2 Basic Rules - For Any Size Group:

Rule #1 - EVERY player in the Group MUST have a Victory Golf Pass book in hand at Pro Shop to receive special group discount. No exceptions.

Rule #2 - Group Pass savings ONLY applicable off your Victory **WEEKDAY** and **WEEKEND** deals.

EASY 2 Step Customer Check-in Procedure at Pro Shop:

Customer: Calls Course to reserve group tee times for 6+ players, identifies as a Victory "Group".
Note: unless course says otherwise, Victory Groups will be tee times and not a modified shotgun.

Pro Shop - Step 1: At Pro Shop, EVERY player in the Group is accounted for, and each MUST have their own Victory Golf Pass book in hand to receive discount.

Pro Shop - Step 2: Staff applies the group incentive discount to each player based on the Group Pricing Chart below. Staff checks off the appropriate Deal in each customer's Victory Book as usual.

EXAMPLE - Group of 6 Golfers using a \$35 Weekday Deal:

Pro Shop Staff: First go to the "Victory Deal Price" column to the "\$21-\$40" Row. Slide over to the "6-8 players" column. The intersecting amount in the box is **\$2**. This is the per player group incentive amount that will be subtracted from the \$35 rate. **Each player now pays \$33 at the counter.**

Victory Group Pass Pricing Chart

	# of Players in Group / Per Person \$ Off Discount			
Victory Deal Price	6-8 Players	9-16 Players	17-24 Players	25+ Players
\$1 - \$20	\$1	\$1	\$1	\$2
\$21 - \$40	\$2	\$3	\$4	\$5
\$41 - \$60	\$4	\$5	\$6	\$8
\$61 - \$80	\$5	\$7	\$9	\$11
\$81 - \$100	\$7	\$9	\$11	\$14
\$100+	\$8	\$11	\$14	\$17



Get Noticed: Victory Group Pass participating courses will stand out with our special "G" Logo in the book and online for golf groups to easily locate and play.