



## Policy 6

# Profit Sharing Bridge Training by Third Party Providers using TBA/Club Facilities

### Introduction

The TBA wants to ensure that third party training providers are encouraged to provide services, but that the organisation and the trainer share the financial risk of such events.

### Purpose

This Policy provides the guidelines for calculating appropriate profit sharing of bridge training services by third part providers using the TBA facilities.

### Scope

This policy applies to all third part providers using the TBA facilities. However, the Committee may vary this policy under special circumstances.

### Rationale

From time to time our bridge clubs are approached by independent trainers seeking to run one or more training sessions for our members. These are usually well supported and popular with members. The TBA or other hosting clubs are not looking to profit from these events, recognising the benefits of these training sessions for their members.

However, these events come with a cost for clubs, associated with the provision of their premises. These costs involve cleaning, electricity, and consumables such as bathroom supplies, and tea and coffee.

On occasion, the trainer may also wish to utilise additional dealing and printing services. Consequently, it is reasonable that revenues are shared in a fair manner and that such arrangements are agreed prior to the conduct of the event.

### Policy

When conducting such training events that involve a guest speaker/trainer, a profit-sharing process is agreed prior to the event whereby the TBA will receive 20% of all revenue generated.

For example, when a fee of \$ 25 is charged, the TBA will receive \$ 5.00.

This must be put to the trainer in writing prior to the event so there is an upfront understanding of the arrangements.

### Document information

Date originally approved	April 2025
Last review date	March 2026
Next review date	November 2028
Responsible person	Secretary