

2011-2012 Big Bear Tournament Discount Programs

For the best service, when applying for a discount, please fill in a **team discount form** and attach it to your application.

Early Season Discount – teams playing in any of the dates listed below will receive a **\$250 discount** on their next Big Bear Tournament during the **2011-12** season.

September 2 - 4, 2011 **Birmingham, AL - The Bear**

September 23 - 25, 2011 **Detroit, MI - The Early Bear**

Sept. 30 - Oct. 2, 2011 **Indianapolis, IN - The FireStorm**

October 7 - 9, 2011 **Ann Arbor, MI - The FlatWater**

October 7 - 9, 2011 **Nashville, TN – Fall Prep Showcase**

This season we've implemented a **special discount** for selected venues and dates. Teams playing in **Tampa, FL, or Denver, CO** in 2011-12 and a second Big Bear tournament in any other location, will receive a 50% discount off of the game fee for their second tournament.

2 Road Trip Discount - teams participating in 2 events on the road requiring a hotel stay for each will receive 50% off of their 2nd event. This is up to a **\$445 value** on your team's second tournament game fee.

Early Payment Discount - If your full payment is received 90 prior to each event (entry and referee fee) you will receive an additional \$50.00 discount.

Multi-tournament - Individual teams in multiple events will receive discounts based on the number of tournaments in which they play:

full entry fee on 1st event
\$75 on 2nd event entry fee
\$125 on 3rd event entry fee
\$200 on 4th event entry fee

Multi-team / tournament - clubs bringing multiple teams to any single tournament or any event on the same weekend in different cities will receive the following discounts:

2 or 3 teams **\$50 on entry fee**
4 or 5 teams **\$75 on entry fee**
6 to 8 teams **\$100 on entry fee with lodging**
9 teams & up **\$125 on entry fee with lodging**

Please see our policies web page for addition details.

Discount offers may not be combined or parlayed with the exception of the early payment discount. We will work with each team or club to determine the maximum discount that may be applied.

Expanded Coaches Discount - Each team that books a minimum of 14 rooms per night will receive 1 complimentary room for each night. Hotels participating in this program will be designated with a **C** on our web site.

Also this season, each team booking 10 or more rooms per weekend per night that does not qualify for the 14 room per night discount above will receive 1 complimentary room for one night for a 2 night stay. Each team booking 10 or more rooms per weekend that does not qualify for the 14 room per night discount above will receive 2 complimentary room nights for a 3 night stay. Hotels participating in this program will be designated with an **X** on our web site.

Complimentary rooms may be assigned to a bus driver or team manager upon request.