



**FOR YOUTH DEVELOPMENT®
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY**

FRIENDS DON'T LET FRIENDS PAY FULL PRICE!

Refer a new member to YMCA SOUTHCOAST & you BOTH receive 20% off membership!

WHAT IS THE 20/20 MEMBERSHIP PROGRAM?

From time to time YMCA SOUTHCOAST offers new members a deal when they join the Y. Maybe that is how YOU came to be a member! Now we would like to offer a deal to you, our loyal members! Starting January 20th all you need to do is refer a new member* and you will BOTH receive 20% off your membership for as long as you are both YMCA SOUTHCOAST members. It's THAT simple! Invite friends, co-workers or anyone you know to join and when they do, you will both enjoy 20% off your membership! Invite as many friends as you want. When a friend joins, you'll both receive 20% off monthly membership dues at the Y. All you need is a valid Y membership account, an email address, and a new member* who is ready to join the Y!

20/20 new membership program is our way of rewarding our existing members for sharing the Y with their friends and family. When a member helps us to create a healthier community by referring a member, both the member and the friends and family they bring to the Y will receive a 20% savings off the standard rate of membership.

WHY ARE WE STARTING THE 20/20 MEMBERSHIP PROGRAM?

We have been at this Wellness thing a long time. One thing that is clear after all these years is that for most of us, having a workout buddy makes it easier to stick to our plan and achieve our fitness goals. We want to make it easier for you and your friend to join! We have also learned that those who know best the benefits of a YMCA SOUTHCOAST membership are our loyal members. Who better to help us spread the word about the experience of being a valued YMCA SOUTHCOAST member?

The Y is a cause driven organization dedicated to strengthening the community through youth development, healthy living and social responsibility. Surely, we cannot achieve such an important mission alone, so we engage and challenge our members to be part of our cause. Individuals who choose to live a healthier lifestyle are more successful when behavior change is done with others, friends, family or teammates. The launch of our 20/20 Membership Program aims to bring all Y members to the forefront as advocates for healthier living.

*New Member must NOT have been a member of YMCA SOUTHCOAST for at least 12 months. Discounts are not combinable with other reduced rates or financial aid.

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What do I do? How do we start?

1. Pick up Member Referral forms at the Welcome Center Desk or print them out from our website ymcasc.org.
2. Current Member** fills out their information: first and last name, telephone number, member ID or key tag number and email address.
3. Give the form, with your (Current Member) info filled in, to the person(s) (NEW Member)* whom you are referring.
4. The NEW Member* MUST bring referral form with them when they join the Y.
5. After your friend joins you will see the new member referral rate on the next month's draft.
6. If either of you cancels your membership the remaining member will receive a reminder letter stating that they have 30 days to refer a new friend or the discount will end.
7. Continue to share the Y! The more referrals you have, the easier it is to ensure that you keep your savings should any of the folks you referred terminate their membership.
 - a. NEW Member must NOT have been a member of YMCA SOUTHCOAST for at least 12 months. Discounts are not combinable with other reduced rates or financial aid.
 - b. * Current Member is defined as an active member of YMCA SOUTHCOAST whose account is current and in good standing.

FAQ's About the 20/20 Member Referral Program

Q. What is the Member Referral Program?

A. YMCA Southcoast is dedicated to strengthening the community we serve. As a part of our focus on youth development, healthy living and social responsibility, we are launching the Member Referral Program. This program calls on our existing members to help us strengthen our community by inviting their friends and family to join the Y. When a member helps us, we help that member and their friends and family by discounting standard membership fees by 20% - **The 20/20 Referral Program.**

Q. Can I Refer more than one friend or family member?

A. Yes! There is no limit on the number of referrals you bring to the Y. As long as at least one of your connected referrals remain active, you will continue to enjoy the 20% membership discount referral rate.

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Q. How long is the reduce rate valid?

A. The reduced rate received from participating in the **20/20 Referral Program** is good for as long as **BOTH** parties remain members. Should one of you cancel your membership, the remaining member has 30 days to refer another friend or family member to JOIN. If the remaining member fails to do so within the 30 days, the membership rate will return to the standard rate for their specific membership type.

Q. Will the 20/20 Member Referral rate ever increase?

A. Yes, future nominal rate increases will be applied, but will still be discounted the 20%

Q. When will we see the rate go into effect?

A. The new member* will receive the member referral rate when their membership begins. The member referral rate for your membership will be reflected in the next billing cycle following the join date of your friend or family member's start date.

Q. Are any Membership types excluded from the 20/20 Member Referral Program?

A. Teen and Youth Membership types are not eligible to participate

Q. I am currently receiving financial assistance or have a group wellness discount. Can I refer a friend for this program?

A. Yes. We encourage all our members to take this opportunity to grow our community. Should your friend or family member decide to join they will receive the **20/20 Membership Program** rate for the membership category they select. Your membership will remain at your standard financial assistance OR Group Wellness Discount rate or be reduced to the **20/20 Membership Program** rate for your current membership type, **whichever savings is greater**. As always, if finances are a barrier, anyone can apply for financial assistance for membership.

Q. Can I leave and come back as another member's friend and receive the member referral rate?

A. No. **New Members must not have been a member of YMCA SOUTHCOAST in the last year (365 Days) to qualify for the member referral rate.** If you put your membership on hold, you will no longer qualify for the member referral rate and the member connected to you will have 30 days to get a new referral or they will lose their discount.

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Q. I am joining the Y as a New Member in the 20/20 membership program. Do I have to pay a Joining Fee?

A. Yes, new members joining through the 20/20 Membership Program are subject to the standard joiners fee.

Q. What if I have an annual membership?

A. To benefit under the 20/20 rate, both members will need to be on monthly draft – annual membership will need to convert to monthly draft for either member to qualify for the discount.

Q. If I no longer qualify for a current discount, and I have a friend that is a current member of the Y, can they recruit me as their buddy?

A. Current members cannot recruit other current members to be buddies. You will need to refer a new member* in order to be eligible for the **20/20 Membership Program**.

Q. If I invite multiple buddies, do I receive additional rate reductions for each buddy that joins?

A. No. Members will be eligible to receive one reduced rate per membership, regardless of how many of their buddies join. Each of the buddies you refer will be eligible for the 20/20 rate. Having multiple buddies join will give you assurance to remain in the program in the event your 1st buddy cancels.

Q. If the standard rate of membership changes, how will this impact my monthly rate?

A. The 20/20 rate is based 20% off the standard rate. If the standard rate changes you will receive 20% off the new standard rate.

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