



# TeamSnap for Clubs & Leagues 101: How To Deliver the Best Experience for Your Club, Coaches and Members





# Today's Host & Guest



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# TeamSnap 101





# What do organizations need to consider?

In a sea of choices, what's does it mean to implement a new, multi-program management sports technology platform

## FAMILIES



Calendar, Maps and Alerts



Game Report, Photos and Stats

- ★ Top Rated mobile App
  - ★ Most clubs come to TeamSnap because their families and coaches demand it.
- RETAIN and GROW** your members



## COACHES



Team Chat



Availability and Task Tracking

- ★ This is where TeamSnap started back in 2009. We're the Gold Standard for team management apps
- ★ Give your coaches the **EXPERIENCE** they want and **SAVE** on costs



## CLUB ADMINS



Website



Registration



Payments



Team Rosters



Schedules



Reporting

- ★ As user friendly as the mobile app
- ★ TeamSnap allows your staff to **SCALE** and manage multiple programs with different access levels, bank accounts, consolidated reporting and more





# What does the platform help me with?



## BACKGROUND

Administrators and coaches need to use different tools to complete all key functions needed to have successful programs and ensure their best players come back season after season

### Rec Programs and Clinics

Advertise

Register & Collect Fees

Roster

Team Mgmt and Comm

Schedule

Analysis and Next Season

### Competitive Programs

Recruit

Tryouts + Evaluation

Selection + Invite

Team Mgmt and Comm

League Schedule

Analysis and Next Season



### Website

- CMS
- Design Templates
- Content Editing
- Program Listings

• *Create a Program*



### Registration

- Creating Forms
- Adding Payment Plans
- Reporting



### Rostering

- Add players and staff to teams
- Builder/Live modes



### App & Web

- Message and Invoice to rosters
- Set up teams with app and web



### Schedule

- Schedule upload
- Add events
- Potentially show off scheduler



### Reporting

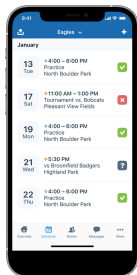
- Cross program reporting
- Set up new season (copy)



# TeamSnap Technologies

Full suite of apps, tools, and services to create the best experience for staff, families, athletes, and fans.

## Team Mobile App



- ★ Top Rated mobile app introduced in 2009
- ★ Most clubs come to TeamSnap because their families and coaches demand it after using the team app

**RETAIN and GROW** your members



## Clubs & Leagues

Date	Revenue	Expenses	Type	Amount
2019-01-01	1000.00	500.00	Revenue	500.00
2019-01-02	2000.00	1000.00	Revenue	1000.00
2019-01-03	3000.00	1500.00	Revenue	1500.00
2019-01-04	4000.00	2000.00	Revenue	2000.00
2019-01-05	5000.00	2500.00	Revenue	2500.00
2019-01-06	6000.00	3000.00	Revenue	3000.00
2019-01-07	7000.00	3500.00	Revenue	3500.00
2019-01-08	8000.00	4000.00	Revenue	4000.00
2019-01-09	9000.00	4500.00	Revenue	4500.00
2019-01-10	10000.00	5000.00	Revenue	5000.00

- ★ All new multi-program management system with registration, payments, schedules, and full season management.
- ★ Real-time integration with website and team mobile app



## Website Builder



- ★ As user friendly as the mobile app with in context wordpress website editor
- ★ 100s of features including page layout templates, and the most modern editing system available.

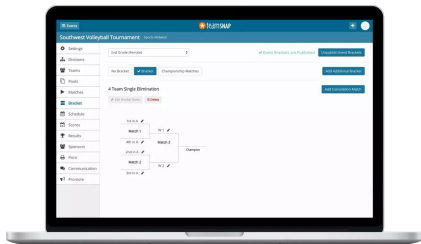




# TeamSnap Technologies

Full suite of apps, tools, and services to create the best experience for staff, families, athletes, and fans.

## Tournaments

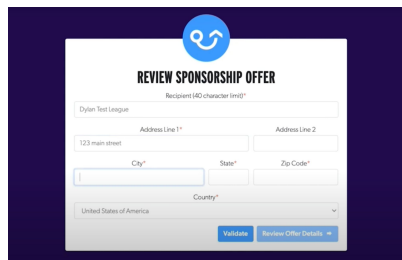


- ★ Create your schedules, sign up teams, track results, manage officials all from one system.
- ★ Connected to our TeamSnap tournaments app to communicate with participants and fans in real time.



NEW

## Sponsorships



- ★ Through our LeagueSide platform, we connect you with national brands to deliver cash sponsorship to you.
- ★ It's no cost to join and only select sponsorships that you are matched with



## Services



- ★ The best service team in the industry. We've invested in teams to support via forums, email, chat, and phone while others have gone email only.
- ★ Migration services to move your data and registration forms from other platforms.





# Create great experiences

We believe that successful club management investments and implementations need buy-in and the best experience for ALL of your stakeholders, not just your staff

## FAMILIES

- Parents invest in your programs
- Parents demand the best experience
- It's easy for parents/athletes to move to another club next season, if they are frustrated with your technology

*"Signing up my son shouldn't be this hard!"*



## COACHES

- The best players want to play for the best coaches
- Your coaches want to focus on player development, not collecting payments or chasing emails

*"I don't have time for this. Get it together."*



## CLUB ADMINS

- Manual tasks or poor experience is frustrating for your limited staff and volunteers
- As you grow, the risk of uncollected fees, scheduling conflicts, wrong communications, grows as well

*"Why is this so difficult?"*





# Why do Coaches love TeamSnap?

Ultra plan included for all of your coaches saving each team \$129.00/year



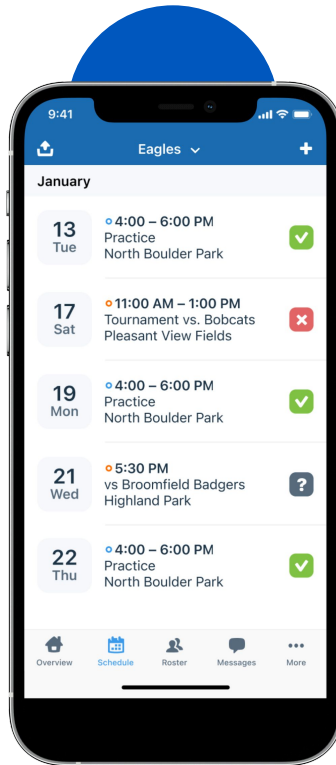
**Chat:** 5 star mobile app experience to communicate with everyone or specific groups.



**Availability:** Know who can make practice and play on Sunday to plan your sessions and game day roster



**Game Day:** Keep parents informed via push notifications and live score updates



**Alerts:** Message and send alerts about last minute schedule changes



**Assignments:** Assign responsibilities for things like snacks, scorekeeping, penalty box, and other tasks.



**Stats:** Team managers can enter statistics on your TeamSnap team webpage





# TeamSnap: Clubs & Leagues Program Management

Programs are structured like your club or league and organize your seasons

## NEW! Multi-Program Management

- **Create new seasons**, camps/clinics, events, and tournament programs for your club

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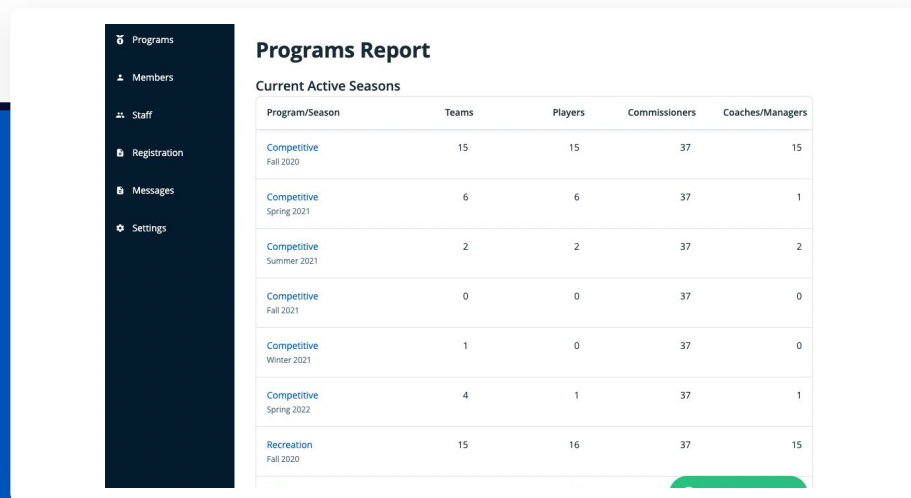
- **Full report on all active seasons** across your programs with team, player, commissioner, and coach counts

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- **Set up unique permissions and bank accounts** for your programs

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- **Integration with competition tools** to simplify complex scheduling requirements

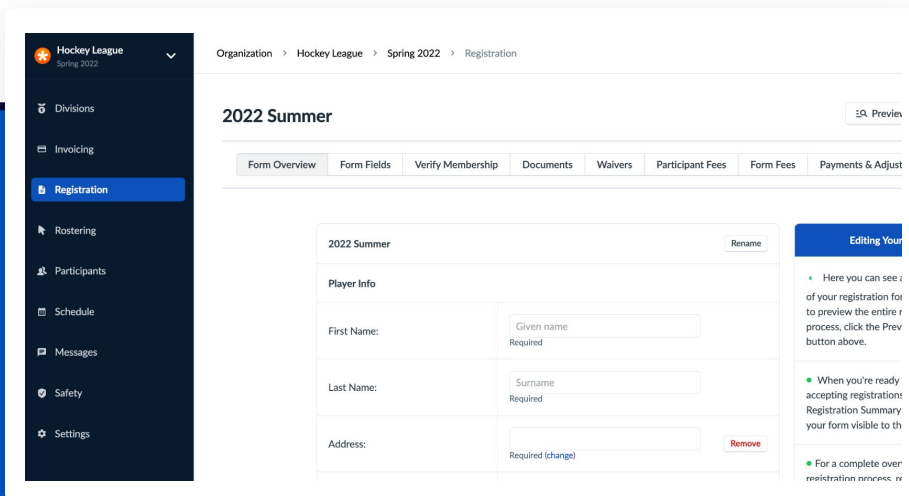


Program/Season	Teams	Players	Commissioners	Coaches/Managers
Competitive Fall 2020	15	15	37	15
Competitive Spring 2021	6	6	37	1
Competitive Summer 2021	2	2	37	2
Competitive Fall 2021	0	0	37	0
Competitive Winter 2021	1	0	37	0
Competitive Spring 2022	4	1	37	1
Recreation Fall 2020	15	16	37	15



# TeamSnap: Registration

Set up a registration forms for your seasons to collect sign ups with player info, payments, and digital form agreements



The screenshot shows the TeamSnap registration form setup interface. The breadcrumb trail is Organization > Hockey League > Spring 2022 > Registration. The main heading is "2022 Summer" with a "Preview" button. Below the heading is a navigation bar with tabs: Form Overview (selected), Form Fields, Verify Membership, Documents, Waivers, Participant Fees, Form Fees, and Payments & Adjust. The "Form Fields" tab is active, showing a form with the following fields:

- Player Info** (with a "Rename" button)
- First Name:** Input field with "Given name" placeholder and "Required" label.
- Last Name:** Input field with "Surname" placeholder and "Required" label.
- Address:** Input field with "Required (change)" label and a "Remove" button.

On the right side, there is a "Editing Your" section with a blue header and a list of instructions:

- Here you can see : of your registration for to preview the entire r process, click the Prev button above.
- When you're ready accepting registrations Registration Summary your form visible to th
- For a complete over registration process re

The left sidebar contains navigation options: Divisions, Invoicing, Registration (highlighted), Rostering, Participants, Schedule, Messages, Safety, and Settings.

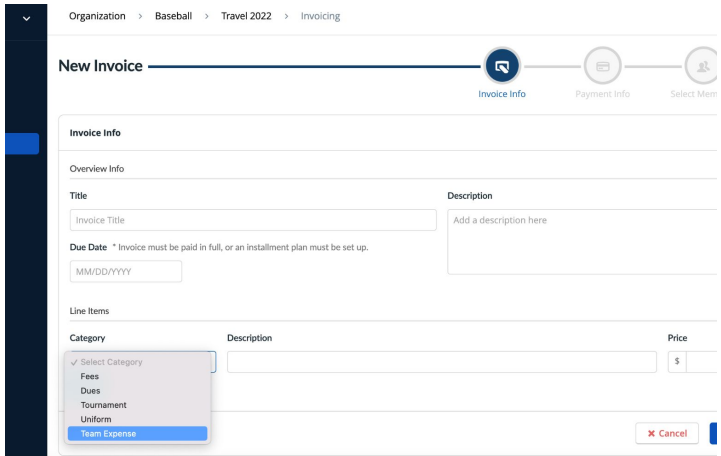
- **Easy Set Up** - Create a new registration or copy registration forms from last season
- **Member Data** - Collect all required player data including contact information for their parents
- **Member Verifications** - Membership verifications for participating NGBs
- **Player Photo** - Collect player photos directly in your forms
- **Documents Uploads** - Great for confirming residency requirements, IDs or birth certificates
- **Fees and Payment Plans** - Collect fees and offer registrants flexible payment options



# TeamSnap: Payments

Secure payment collection with great rates and flexible payment plan options

- **Payment Plans/Registration** - Create flexible payment plans (installments, frequency, down payments) in registration
- **Great Rates** - Competitive credit card rates with default rate of 3.25% + \$1.50
- **AMEX included** - Most providers require clubs and leagues to accept a higher processing rate for AMEX, with TeamSnap, AMEX is included in your rate at no extra charge
- **Discounted rate for ACH** - TeamSnap is unique in passing on processing savings for ACH transactions. In fact, ACH rates are 1.99% + \$0.99



Organization > Baseball > Travel 2022 > Invoicing

**New Invoice**

Invoice Info | Payment Info | Select Member

**Invoice Info**

Overview Info

Title: Invoice Title | Description: Add a description here

Due Date: \* Invoice must be paid in full, or an installment plan must be set up. MM/DD/YYYY

Line Items

Category	Description	Price
<ul style="list-style-type: none"> <li>✓ Select Category</li> <li>Fees</li> <li>Dues</li> <li>Tournament</li> <li>Uniform</li> <li>Team Expense</li> </ul>		\$

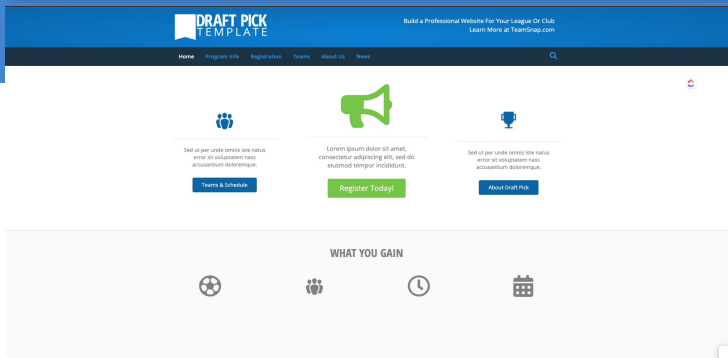
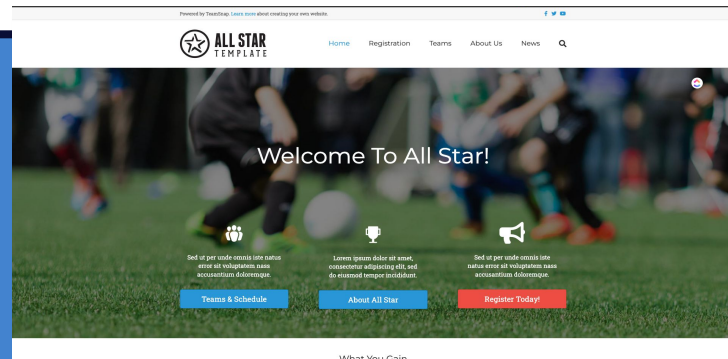
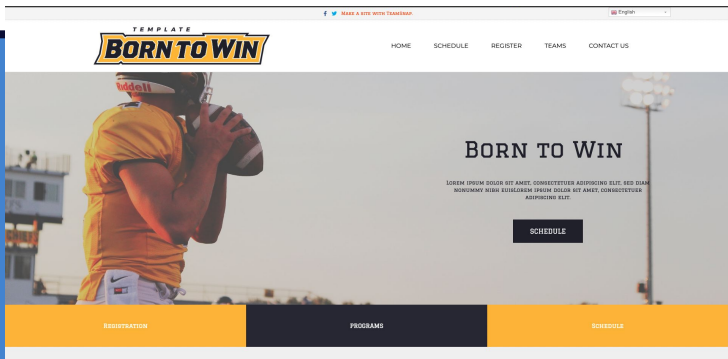
Cancel



# TeamSnap: Websites

A variety of professionally designed, mobile-friendly templates to get you started

View customer examples here: <https://teamsnapwebsitebuilder.teamsnapsites.com/customer-site-examples/>

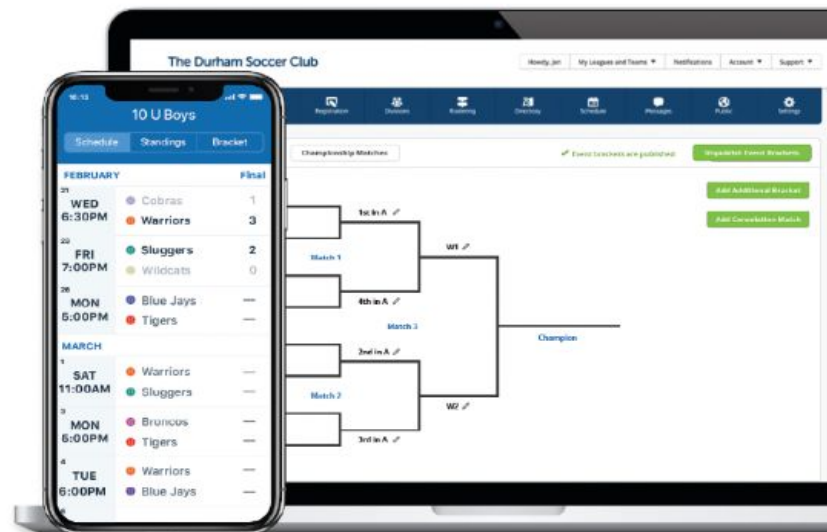




# TeamSnap: Tournaments

Powerful registration, scheduling, scores and standings, officials, and mobile app to manage your tournaments.

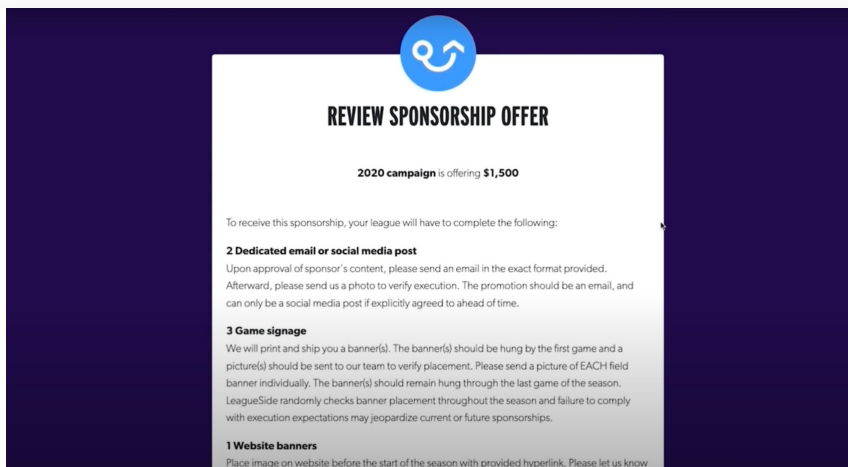
- **Team or Individual Registration Forms** with roster limits, discounts, waivers and shareable links.
- **Automated scheduling** quickly create your league schedule based on your time slots, conflict settings, and venue manager. Assign pools and set up brackets
- **Real Time communication** via push notifications in the mobile app. Announce scores and last minute schedule changes.
- **Officials Management** Assign or self assign officials and communicate through the app or email
- **Scores & Standings:** Real time in-app scoring
- **Sponsors & Promotion:** Showcase your sponsors in-app





# TeamSnap: LeagueSide Sponsorships

Free for organizations to join, our LeagueSide platform connects local grassroots organizations with national brands campaigns to deliver cash to your organization



- **Easy Set Up** - Free to join by simply adding details of your organization and programs
- **Simple Packages** - Get paid for doing things you are already doing. Sponsors might include banners, jersey logos, sponsored emails/social media posts
- **Quick Validation**- You'll simply be asked to share photos of the sponsorship in action to complete the sponsorship
- **Real Money** - Sponsorships average \$1,500 but generally range from \$500-\$2,500
- **Multiple Sponsorships** - On average, leagues who are sponsored receive 2.32 sponsorships

# Bundles

Features	Save \$100/CMS		Save \$100/Comp		Save \$300 on Full Bundle	
	W/Website CMS	W/Competition MGMT	W/Website & Competition MGMT	W/Website & Competition MGMT	W/Website & Competition MGMT	W/Website & Competition MGMT
	Clubs & Leagues	All Star	Pro	MVP		
Clubs & Leagues	x	x	x	x		
Programs & Seasons	x	x	x	x		
Registration	x	x	x	x		
Messaging	x	x	x	x		
Financial Reporting	x	x	x	x		
Payments	x	x	x	x		
Competition Management			x	x		
Auto-Scheduler			x	x		
Divisions/Standings			x	x		
Website CMS		x		x		
Team App	Ultra	Ultra	Ultra	Ultra		



The new TeamSnap for Clubs & Leagues includes all of the tools needed to run your club



Save money by adding additional TeamSnap products and services



All teams get the top of the line TeamSnap app which coaches, managers, and families love.

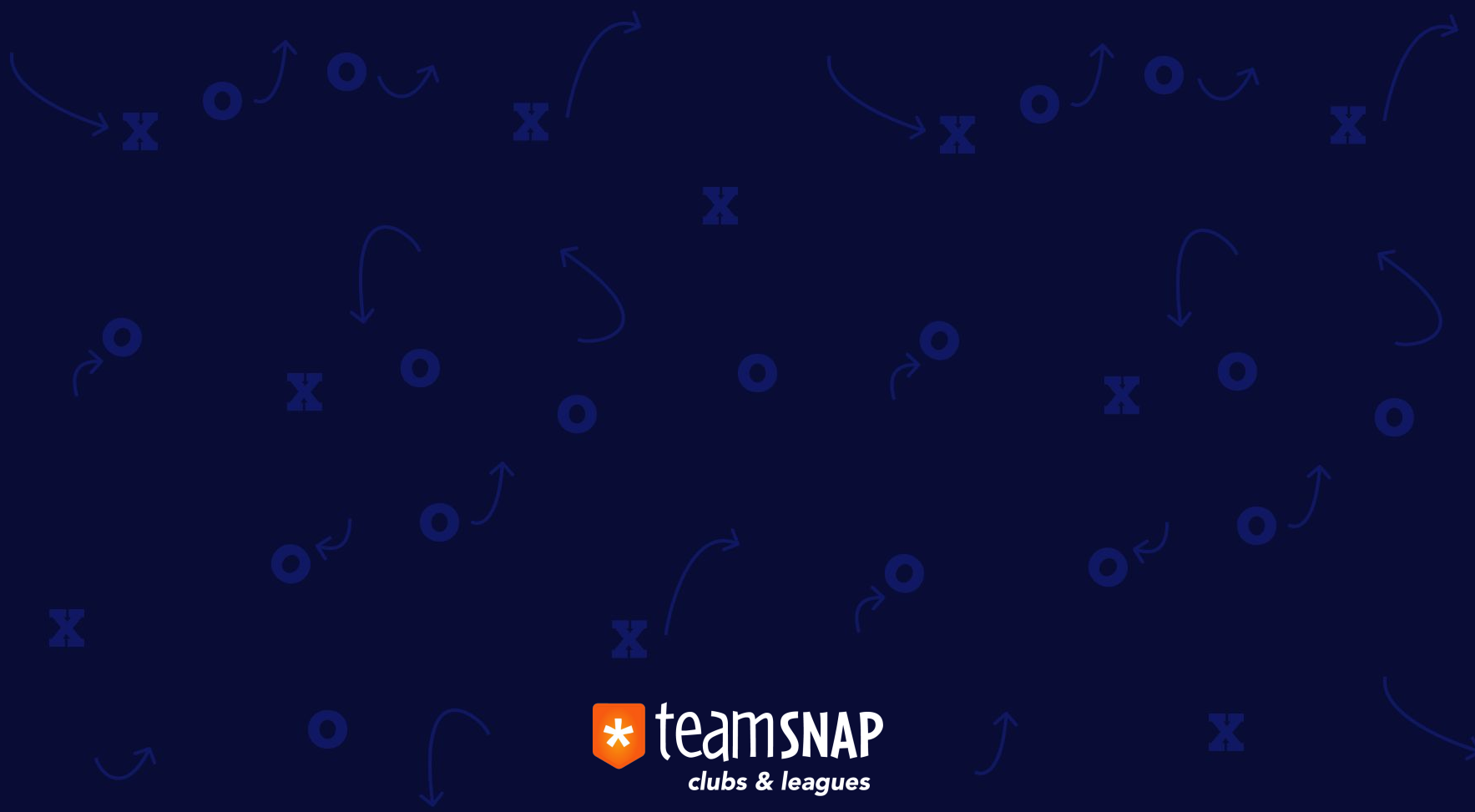


Some of the best payment processing rates for cards and ACH offered to sports organizations



Add additional services in the future as your organization grows.







# Today's Guest



## **Britton Leitch**

Sports Ministry Operations Director



