



11 December 2020

MEMBERSHIP PACKAGES 2021

Dear Head Instructors and Instructors

I trust this letter finds you well.

For those who I have not had the opportunity to talk to or communicate with so early in my time with Australian Taekwondo, I want to take this brief moment to introduce myself to you.

In September I was extremely privileged to be appointed the new Chief Executive of your national body and I formally commenced full time in this role on November 1. By way of brief background, whilst football (the round ball version) has dominated my life I am a massive fan of all sports and as a two-time Olympian, including the Sydney 2000 Games. As someone who has represented the country 130 times, my involvement has been in both high performance and the grassroots space, especially being a mum of three young children. I am acutely aware of the incredibly important role that clubs and community centers play in the health and wellbeing of our nation and their vital contribution in the whole development pathway.

In introducing myself, it would be remiss of me, if I didn't acknowledge and thank John Gradisar, who has stepped down after many years with AT.

On to the main purpose of my letter

It would be an understatement to say that 2020 has been an extremely challenging year for everyone, including our loyal clubs. In this regard, I would like to acknowledge you, your staff and your participants for the resilience and perseverance that you have all shown throughout this period. As I highlighted in my message on my first day, I would like to make specific reference to our clubs in Victoria who have had a particularly difficult time – my heart and strength goes out to you and I do hope we are over the worst of it and as our borders start to open, we can resume some semblance of 'normality' as we enter the New Year.

They say that it is in times of adversity that people show their true colours and it is pleasing to both observe and hear of the many wonderful staff and volunteers who have 'stepped up' and demonstrated their commitment to our sport. I am sure I am telling you things you already know, but this year we have seen first-hand how taekwondo, and more broadly sport, can impact people's lives and the community for the better. From my perspective, and as your CEO, it is my desire to lead from the top and over the next few months, and with my feet firmly under the table, I will expand on my thoughts and priorities in greater detail.

For those that aren't aware, a couple of weeks ago, Australian Taekwondo held its 2020 Annual General Meeting, during which Allan Malachowski and Keshena Waterford were elected and John Kfoury re-elected to the National Board of Directors, and as recently as Wednesday night and in line with our constitution, Simon Lew was elected as our new Chair. I would like to congratulate Simon and also welcome Allan and Keshena, and I am extremely confident that your national governing body is in good hands with a Board of the highest calibre. This is very much the beginning of a new and crucial chapter in Australian Taekwondo and one that will be measured on action and results, trust and transparency which brings me to you as our Clubs and your Members, who are, needless to say, the most important stakeholders and constituents in the taekwondo 'ecosystem'.

We recognise as an organisation that our 2021 membership offering cannot be altered too much given, I have only been in the role for six weeks, we can assure you that the membership offering for 2022 will focus on flexibility and value.



As stated above, I reiterate my commitment to lead the organisation to the highest of my abilities and to set benchmarks that are achievable. A key component of this relates to our membership packages and the overall value proposition that we offer.

Below you will find Australian Taekwondo's Membership Packages for 2021 and the major changes we have added to benefit the memberships.

Please reach out directly to me if I can be of assistance. My door is always open and I pledge to be always be available to our most important stakeholders, the members!

Kind regards

Heather Garriock

2021 AT Member Benefits

- State rebate for the 2021 package @ \$0.50 per registered member
Please note: The states that are eligible for the rebate: QLD VIC NSW WA SA TAS the other states, AT will work with you on the process of becoming eligible.
We will advise specific states on the finer details of how the state rebate plan will work in due course.
- Insurance Premium per member reduced
- Our package increments are by 5 rather than last year it was 10
- Support provided in response to the COVID-19 impact to club membership has secured a 23% overall premium discount due to clubs' inactivity during COVID restrictions in 2020. **PLEASE NOTE: For Insurance only**
- Recent support provided on large claim – recently settling >\$500,000 liability claim, resulting in **no increase** to our overall premium.
- Capital Benefit Limit from **\$50,000 to \$75,000** for no additional cost under the Personal Accident program
- Broadened scope of cover to include activities that are incidental to the overall Taekwondo related activity including Greco Roman & Shoot Wrestling; Personal Training; Brazilian Jujitsu; Weapons Classes; Gymnastics; Weights classes; Martial arts; kickboxing; boxing and mixed martial arts. Please note this has been provided for no additional cost in view to support the ability to grow the membership both for **training and competitions**.
- Breadth of coverage afforded under the program vs rest of the market. i.e. broad business description including other martial art disciplines and **concussion included**. This will allow AT to secure clubs with a broad range of martial art activities and competition programs to be covered holistically under the AT insurance package
- Sporting Schools Program is offering all AT Clubs exclusive coaching at schools to create more exposure and revenue



2021 Club Membership Package Fees

Package No.	Price	Package No.	Price	Package No.	Price
10	787	350	5941	780	11448
15	863	360	6068	790	11576
20	948	370	6197	800	11707
25	1020	380	6326	810	11834
30	1096	390	6454	820	11962
35	1175	400	6580	830	12089
40	1253	410	6709	840	12216
45	1331	420	6839	850	12302
50	1409	430	6966	860	12420
55	1488	440	7092	870	12539
60	1566	450	7222	880	12657
65	1643	460	7351	890	12775
70	1719	470	7478	900	12893
75	1809	480	7605	910	13012
80	1898	490	7734	920	13131
85	1965	500	7863	930	13250
90	2032	510	7992	940	13369
95	2111	520	8121	950	13488
100	2189	530	8249	960	13607
110	2335	540	8375	970	13727
120	2480	550	8504	980	13846
130	2627	560	8634	990	13965
140	2775	570	8761	1000	14084
150	2921	580	8887	+1000 Contact Admin	
160	3065	590	9099		
170	3351	600	9311		
180	3637	610	9355		
190	3809	620	9400		
200	3982	630	9529		
210	4093	640	9658		
220	4204	650	9785		
230	4341	660	9912		
240	4476	670	10041		
250	4615	680	10170		
260	4753	690	10298		
270	4890	700	10424		
280	5025	710	10553		
290	5164	720	10682		
300	5302	730	10810		
310	5429	740	10936		
320	5556	750	11065		
330	5685	760	11195		
340	5814	770	11322		