



CLUB MANAGERS

Fall Edition • September 2004

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Dear Club Managers



It's hard to believe that 2005 is approaching so quickly. The new year brings many new programs described in this issue of the newsletter—so read it closely! There are new Life Master categories, a new district-based charity program and, as you may have heard, a small increase in membership dues and fees.

Enclosed in this mailing you will find a chart of special games that award additional masterpoints for your players. In order to make the masterpoint awards more consistent, changes have been made for many of the events. Please read the enclosed flyer regarding the changes that become effective Jan. 1, 2005. The ACBLscore program is being updated to reflect the changes and will be available for you to download from our web site in December 2004. You must update your program in order to award the correct masterpoints.

Information is also posted regularly on the ACBL web site. We hope you will visit it often for the latest news. If your club has a web site, be sure to link it to the ACBL. Just contact webmaster@acbl.org.

We are busily preparing for the Fall 2004 NABC in Orlando, and I hope to see many old and new friends there. Our Club Manager and Teacher "Thank You" Reception will be held from 4:30-6 p.m. Friday, Nov. 19. Check the Daily Bulletin for location. This is a great opportunity to meet other club managers and ACBL representatives—and win prizes! The full Orlando seminar schedule is posted on the Orlando NABC web site.

It's time once again to apply for Star Club status. Receiving a certificate stating you are an ACBL Star Club tells your players that you are offering top services to your players. Necessary forms are enclosed. To be eligible, all forms must be returned to the Club and Member Services Department no later than **Dec. 31, 2004.**

Finally, be sure to return your 2005 Club Game Sanction Renewal early so you will receive your supplies in time for the new year!

I look forward to a great 2005 and as always, please let me know if I can be of assistance to you.

Carol Robertson

Carol Robertson

Director of Club and Member Services

Club Appreciation Month

We love our clubs, especially during October. All sanctioned club games may hold a Club Appreciation Pair Game and a Club Appreciation Team event during the month of October per-sanctioned session. Masterpoints awarded: Black points at unit open pairs rating (85% of sectional open pairs) for the Club Appreciation Pair Game. For team events, the club awards 5% gold masterpoints to a maximum of 0.25 per player. The remaining masterpoints are to be sectional-rated black points. For more information, contact specialevents@acbl.org.

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Letters to Carol

Hi,

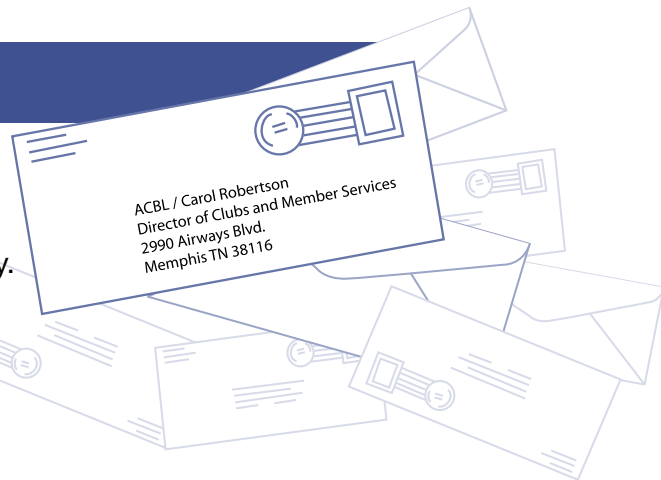
Many thanks for the lovely reception I had the pleasure of attending the first Friday evening at the NABC in New York City. As far as I know, this is the very first recognition and thanks from the ACBL for the work done by club owners, managers and directors in the many years since I took my director test and opened a club in 1973, having played duplicate bridge only several times.

Yes, over the years, lip service has been paid to clubs, but I do remember when clubs, especially non-full-time clubs and the very hardworking owners, were definitely “not worth” much help or support from the ACBL, from the unit on up.

Now, some 30 years later, I believe the League has finally accepted the fact that without the clubs, working owners, directors and teachers, the problems we have today would be much greater.

My apologies for the comments over and above the simple and sincere “Thank You” I meant to send, but it has been such a very long time.

From a Club Manager &
Teacher in New York



The ACBL: It's a Great Deal!

The ACBL has raised 2005 membership dues by a minimal \$2 for new members and \$3 for renewing members. This is the first time dues have been raised since 2001 in order to keep up—as everyone has to do—with increased expenses.

We still believe dues are a bargain and hope you will communicate that to your players. You also may want to encourage new members to join before Dec. 31 to receive the \$2 savings. Playing bridge also will remain a bargain, as there are no proposed increases in club table sanction fees in 2005.

Be sure to discard any 2004 member applications and use the 2005 applications in the supply packet you receive this fall.

The new dues figures were published in the September *Bridge Bulletin* and are available online.

New Life Master Ranks: Emerald and Platinum

Crossing the 7500 and 10,000 masterpoint lines are significant achievements deserving of recognition. Two new Life Master rankings were approved at the ACBL Board of Directors meeting in July.

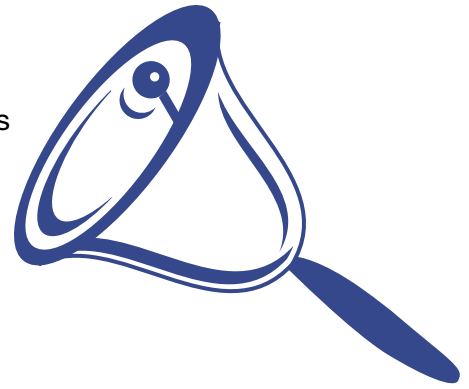
Players with 7500–9999 masterpoints will become Emerald Life Masters. Players who have 10,000 points but have not met the criteria required for a Grand Life Master will become Platinum Life Masters. Races for these categories will be in effect in 2005. Certificates will be issued in 2005.

Ringin^g Endorsement

Kathie Macnab of Halifax has found a fun way to encourage her players to play more often:

Kathie created a laminated board divided into different colored sections — one for each of the ACBL levels of achievement: (from Rookie on up). She attaches each player's name with a Velcro label to the appropriate level. When someone moves up to a new level, Kathy rings a bell, and the name label is officially moved up. One man brought a cake to the club for everyone to share to celebrate!

All of the information you need to set up the levels of achievement board can be obtained from your Unit Electronic Contact. They receive a report from the ACBL each month with rank changes for all their unit members.



District Charity Grants Begin in 2005

In an effort to respond to the needs of charity in our local areas, the ACBL Charity Foundation in 2005 will begin issuing grants to districts rather than granting one \$100,000 contribution to a national Charity of the Year.

The districts will be included in a four-year cycle with the exceptions of Districts 1 and 2, where charity funds are collected by the Canadian Bridge Federation. Districts 18 and 19 will share one grant with District 19 receiving 60% and District 18 receiving 40% for the first four-year cycle.

The districts will be given grants in the following years:

Year	Districts
2005	4, 5, 6, 7, 11, 17
2006	3, 13, 16, 20, 24
2007	8, 9, 10, 14, 21, 23
2008	12, 15, 18, 19, 22, 25

Each district will be allowed to allocate \$20,000. This sum can be divided into no more than five separate grants, each of which must be made to a qualified 501 (c)(3) organization. The check will

be written after the appropriate documentation of the 501(c)(3) status has been provided, and the checks will be distributed directly to the recipients. Requests for checks will be made by the district director.

The relevant district boards or their designees shall allocate the district grants.

The assignment to each year in the four-year cycle will be determined every four years.

Requests for grant allocations must be made by Dec. 1 of each year or the unused portion will be forfeited and the funds returned to the general fund of the Charity Foundation. Distribution of funds may be delayed due to availability of liquid assets, and the districts shall be promptly notified of any such delays.

If your district holds an NABC the year that you receive your \$20,000, perhaps you can give part or all the money along with the already allotted \$5000 to generate more publicity.

Please send the name of your charity designee to charityfdn@acbl.org prior to the Fall 2004 NABC in Orlando. If no name is received, the district director will be the designee.

Club and Teacher Survey

You may have participated in the online membership survey conducted this year and seen the results in the September issue of *The Bridge Bulletin*. An online survey targeted at clubs and teachers is on its way. We hope to hear from you about your needs for services.

The ACBL: Your Best Partner in Bridge Brochure Now in Print!

“Follow Our Lead. Bridge is more than a pastime. It’s a passion. Players return to the table time and time again for the mental challenge, the competition and the company of others who share their love of the world’s greatest card game.”

So begins a colorful, informative brochure for prospective members or sponsors now available from the ACBL Marketing Department. The brochure includes player testimonials, an introduction to duplicate bridge, bridge education information, and a special section featuring *The Bridge Bulletin* magazine.

A copy of the brochure is included in the Club Game Renewal Packet. To request additional brochures, contact the Marketing Department at marketing@acbl.org or 901-332-5586, ext. 1368. They are free of charge.

TIPS FROM THE NABCs

Here are some ideas we heard in New York that other club managers have found to be successful.

Graduation Party

Coordinate with your area teachers who are teaching bridge in a school and host a Graduation Party at your club.

Generation Game

Offer lessons and games for families by advertising: “Parents and Grandparents: Bring Your Child for Free!”

Individuals

Don’t forget to run an Individual periodically at your club. This is a great way for newer players and club members to get to know each other.

Start a Club Chat

You can post your club game results online and invite your players to chat on BBO (Bridge Base Online at www.bridgebase.com) while they are at home relaxing after the game. This simple idea helped a Houston club game to grow from three tables to 15!

\$100 for Teacher Meetings

Leslie Shafer, president of the American Bridge Teachers’ Association, reminds you that the ABTA will reimburse teachers \$100 for holding a teacher meeting in their area. Contact Leslie through the ABTA web site at www.abtahome.com.

Beat the Manager

If your confidence is strong, offer a “Beat the Club Manager” game. Any player who scores better than you do gets a free play for another day. Kathie Macnab and Diana Schuld have used these games successfully at their clubs.

Club Directors Update Course

More than 300 club directors have participated in the ACBL’s popular Club Director Update Course. The course is a great way to hone your skills and learn the latest about rulings and ACBLscore.

Courses are scheduled at every NABC and a number of regional tournaments. Is there an update in your area? If not, you might want to talk to your district tournament managers.

Course author, Guillermo Poplawsky regularly updates the update, meaning you’ll get just as much from it today as you did if you took the course before.

The ACBL provides the salary for the tournament director conducting the course at a regional. Tournament sponsors pay only additional per diem (if necessary) and for space and equipment as required. Some tournaments sponsor the course free of charge; others charge minimal registration fees to recoup expenses. We ask for six months’ notice to ensure that a presenter will be available and that the course have at least 10 participants.

See our web site for a schedule of courses.

www.acbl.org



Special Events

Enclosed with this issue of the Club Manager's Newsletter is your **Special Events Sanction Form** for 2005. This form lists the dates of the upcoming 2005 Special Event games as well as the deadline to submit the form. It is imperative that this form is completed and returned in a timely manner. The mailing of your game supplies depends on it.

Also, if you do not hold a regularly scheduled session for the time and/or date of an event scheduled, you will need Unit approval to hold the game. We will be happy to contact the Unit on your behalf for an approval. For more information about the games, contact us and we will fax, mail or e-mail you a fact sheet.

As you know, these special games entice more players into the club and offer enhanced masterpoints. All of the events offer expert hand analyses. So, please don't delay in signing your club up to host one or all of the Special Event Games.

It is our aspiration to provide you with accurate and effective service. Jo Anne Collins (ext. 1286) and Mable Wilkes, (ext. 1333) are always happy to assist you with any questions or problems you might have.

Recruit Members

and Support the ABTA!

You can save money for your new members by recruiting them before the rate increases from \$24 to \$26 in 2005.

And, you can raise funds for the ABTA as well!

If you are a club manager and an accredited teacher, you may want to be sure to recruit new members as a teacher for the rest of this year.

The ACBL will contribute \$5 to the American Bridge Teachers' Association for every new member recruited by an accredited teacher from Oct. 1–Dec. 31, 2004. All other recruitment incentives for product discounts will remain in effect.

In July 2004, accredited teachers were credited with 105 new member recruitments. For a three-month period, that would mean \$575 for the ABTA. Let's see how much higher we can bring that number! The ABTA will use the additional resources to enhance its services and convention programming.

Why the special drive for teachers? Interestingly, our recent ACBL membership survey showed that only 12 percent of our members learned about the ACBL from a teacher. We want to encourage our teachers to recruit members. And what better way to do this but by supporting the organization that supports this motto:

"To help those who teach bridge to do it better — more effectively — more knowledgeably — more professionally."



**Don't miss the new
ACBL *Bridge Source*
Product Guide!**

**Look inside
your October issue
of
*The Bridge Bulletin.***

Passed by the ACBL Board of Directors in New York City

ACBL Convention Chart Amendments

The General Convention Chart is amended to permit jump responses to an opening of one of a suit to show one known suit with a minimum of five cards and one other known suit with a minimum of four cards.

There are some new requirements when using methods permitted by the Mid-chart, but not by the General Convention Chart. All of the current Convention Charts can be found on the ACBL web site.

Special Events at Clubs

(The minutes summarize changes in special events. Refer to the flyer or the web site for more details.)

Effective Jan. 1, 2005

1. April is designated as Charity month.
2. September is designated as International Fund month.
3. Any and all ACBL sanctioned sessions may be held as a Junior Fund game, Charity game or International Fund game, except February is reserved for Junior Fund games, April is reserved for Charity games, and September is reserved for International Fund games.
4. The masterpoint rating for Charity games, International Fund games and Club Appreciation Pair games (October) is increased to 100% sectional black points.

5. The sanction fee for the ACBL-wide Senior Pairs is increased to \$4.00 per table (from \$2.25).

6. The NABC Fund-Raiser is now the NABC Promotional Game.

Renewal Fees

When members pay their renewal fees within 90 days of their expiration date, the term for which they are paid up will begin from the date that their membership originally expired.

ACBL Junior Player Entry Fee

A. At all NABCs, the entry fee for all players who have not yet reached their 16th birthday shall be \$1 per session. In NABC-surcharged events the surcharge will be paid in addition to the \$1. Effective date: Fall 2004 NABC

B. At all NABCs, the entry fee for paid up ACBL members in good standing who have not reached their 26th birthday shall be no more than 50% of the regional-rated event entry fee. Effective date: Fall 2004 NABC

C. The ACBL encourages all districts, units and bridge clubs to consider similar policies for regional tournaments, sectional tournaments and club games.

Short Games

Clubs may hold sanctioned regular open games with a minimum of 12 boards being played. These games may not include any special games awarding extra masterpoints but are for club games only. ACBLscore will score games with only 12 boards being played. Masterpoints for these games will be awarded at 80% of the award for open games. Sanction fees for these games are \$0.40 per table when 12-17 boards are played.

You might like to hold this type of game when having a luncheon or potluck dinner at your club. The minimum of 12 boards played would enable you to have one session before the meal and another session after the meal. It may also be of interest for evening games, allowing players an early evening on work nights.

If using ACBLscore to set up a short game of less than 18 boards (minimum of 12 boards): Set up the game as you normally would, paying special attention to number of rounds and number of boards per round to produce a short game. When you get to the event rating box, select #1 Club Masterpoint. No special games (club championship or higher) are allowed with short games.