



The Professional Golfers Association of
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PARTNER PROGRAM

27.07.2020

PGA MEMBER COMMISSION REBATE

The following was agreed by the Board of Directors at the Mid-Year Board Meeting held in July 2020

- A PGA Member in good standing with the Association may receive a commission rebate if they introduce the PGA to a potential Partner and the PGA conclude a Partnership within the Top, Mid or Member Benefit Tier.
- Any potential Partners introduced will be vetted accordingly to align with the PGA's strategic plan, partnership structures and brand identity before being accepted.
- The decision to pursue the Partnership will be at the discretion of the PGA.
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The commission rebate will be managed on the following basis:

1. A PGA Member will receive a 7.5% commission rebate (based on the exclusive VAT amount) on the successful introduction and signing of an agreement with the PGA Partners Program.
2. The 7.5% will be shown as credit on the Members account with the PGA and can be used for payment of annual subscriptions, education courses and entry into the PGA National Championship.
3. Partner agreements are period based and the commission rebate will be effective from the date of signature of the agreement and member account credits done as mentioned in clause 4 below.
4. The credit will only be shown on payment by the Partner. Therefore:
 - a. If Partner pays upfront for the year then the 7.5% reflects on payment of the full amount.
 - b. If Partner pays quarterly or monthly then the 7.5% equivalent to the payment will show on payment. (The full amount is not shown upfront but on payment with the accounts department journaling the invoice on receipt of payment.)
5. The rebate is only on cash sponsorships relating to Partner agreements. The following do not fall within the rebate structure:
 - a. Barter deals
 - b. Prize-fund sponsorships
6. The rebate is also only valid for the 1st year of the agreement and no further years or extension of agreements will be applied.

Ivano Ficalbi
Chief Executive

BOARD OF DIRECTORS:

Louis Destroo (Chairman), Jason Bird, James Wade, Neil Walsh-Tucker, Joseph Phiri, Ethel Nyembe, Roy Braxton, David Riddle, Gavin Woodroffe, Dave Usendorff, Ignis van der Merwe, Monde Ndlovu.
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