

Newsletter

July 2007

Dorchester

The New Zealand Contract Bridge Association has just signed a sponsorship arrangement with Dorchester Pacific, a large financial services provider. The initial arrangement is for one year though both parties are keen to establish a long-term partnership. The arrangement provides sponsorship money for the NZCBA and will provide income for bridge clubs through the brokerage offers which Dorchester is promoting. More details about Dorchester and the arrangement are in the attached information sheet. The success of this arrangement will depend on involvement from New Zealand bridge clubs and players.

Youth Weekend

The NZCBA is sponsoring a Youth Weekend in Christchurch over the weekend of 13 – 15 July. It is intended for less experienced youth players and is aimed at enjoying a weekend of bridge and meeting other young bridge players rather than on bridge education.

PABF Bridge Competition Bandung

Results for New Zealand Teams from this international competition are :
Open 4th Senior 4th Women 8th and Youth 7th

Examination for Club Directors

A number of entries to sit the Club Directors' three hour examination have been received and will be held over the weekend of 7/8 July – am sure we all wish them Good luck !

Rating Points

Wording on the NZCBA web has been amended in an endeavour to clarify and simplify the explanation. Wording in the Manual will be amended for next year.

Constitution Review

Successful Workshop was held, with representation from all Centres, late in May. This to be presented to the AGM on 22 September 2007 in Hamilton.

Want to generate additional income for your club?

Dorchester & Contract Bridge – a win/win opportunity

Dorchester is delighted at the opportunity to develop a partnership with the contract bridge community. Dorchester and the NZCBA have worked together to create a sponsorship agreement through which NZCBA-affiliated bridge clubs can earn “brokerage” commission when members purchase certain Dorchester products.

This agreement has been modelled off Dorchester’s 18-year sponsorship of lawn bowls, - a successful and award-winning formula. To date, bowling clubs have received millions of dollars from Dorchester. Furthermore, bowling investors over the years have benefited from our competitive rates and excellent service.

Dorchester hopes to build a long-term partnership with NZ’s contract bridge community, and we encourage you all to become involved. This is a great opportunity for your club to earn extra income to fund things such as prizes, social events, refurbishments – it’s entirely up to you.

About Dorchester

Dorchester Pacific Limited is a New Zealand Stock Exchange-listed financial solutions provider. Founded in 1988 Dorchester holds over \$470 million in assets, generating revenue of almost \$100 million for the last financial year (to March '07).

Dorchester operates a group of businesses, offering complementary products and services in three sectors: **Finance, Insurance and Savings**, and **Investment Services**.

A brief overview

“Brokerage” commission can be earned on three Dorchester products that we believe will benefit bridge club members: **Investments, Home Equity Release products** and **Funeral Plans**.

How does the commission work?

The “brokerage” commission works very simply. When a member of your bridge club purchases one of the Dorchester products above, your club will earn a commission at the specific rate agreed by Dorchester and the NZCBA.

To learn more about the products:

Dorchester has created a special page within the Dorchester website dedicated to **Contract Bridge**: http://www.dorchester.co.nz/bridge_community/bridge_community.aspx. This page contains links to details of the products that feature in our sponsorship agreement.

If you are not familiar with Dorchester, our website is very comprehensive, so please take a few moments to browse around and ‘get to know’ us.

For bridge-related queries

NZCBA’s Bridge Development Officer, Richard Solomon, is the person to ask if you have any bridge-related queries regarding this sponsorship. Contact him by **email**: rksolomon@xtra.co.nz **or phone** (09) 232 8494.

How does my club get involved?

Simply get in touch with Dorchester’s Group Marketing Co-Ordinator, Polly Prior, who is your central point of contact at Dorchester for all bridge matters. Polly confesses that she is not a bridge pro, having only ever had a few lessons, but she is very keen to talk with as many of you as possible about how your clubs can benefit from this sponsorship arrangement. Contact her by **email**: prior@dorchester.co.nz **or DDI**: (09) 308 4987 **or via Dorchester’s freephone: 0800 100 601**.