



Welcome to the arena family!

This letter serves as a great reference for your families to learn about the benefits of being an arena-sponsored team, outlining some key points they should know about the partnership and working with your chosen preferred team retailer.

arena values our authorized team retailers and encourages you and your team to take advantage of these benefits and make all your purchases through _____ . Along with your discounts, all arena purchases made through _____ earn your team a percentage back called "Value in Kind". Value in Kind, or "VIK" can be used by the coach/team on arena products as they see fit. Purchases made through any other channel do not factor into this allocation.

Per your partnership with arena, the team retailer offers the entire team discounts on team suits, apparel & outfitting, bags, training equipment, and racing suits. In addition, there are also Meet Qualifier Level specific discounts on racing suits (see below for details). Here are your current team discounts:

- ❖ Team suit _____% off
- ❖ Training Equipment _____% off
- ❖ arena backpacks and warmups _____% off
- ❖ Racing suits
 - ENTIRE TEAM- _____% off Powerskin ST 2.0 and Revo-One
 - AGE GROUP CHAMPS- _____% off Carbon Racing / _____% off Powerskin ST 2.0 & Revo-One
 - NCSA JR LEVEL/SECTIONALS- _____% off all arena racing
 - FUTURES- _____% off all arena racing
 - US Nationals/Jr Nationals- please check with your coach for suit benefit

Racing suit discounts will be redeemed through your team dealer as the specific meet approaches.

For Age Group Champs, NCSA Junior Nationals, Sectionals, Futures, Y Nationals and U.S. Junior and Senior Nationals, please contact _____ with a list of swimmers attending the meet so the appropriate discount can be applied to your purchase.