



QUBICA^{AMF} PRESENTS
**INTERNATIONAL FAMILY
TOURNAMENT**

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2010-2011 Tournament Coordinator Manual



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Table of Contents

Introduction.....	2
Best Practices.....	3 – 4
Rules.....	5 – 7
Suggested Qualifying Formats.....	8
Center Guidelines for Success.....	9-10
Announcement Highlights.....	11
BPAA High Score Award Application.....	12





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The Bowling Proprietors' Association of America is once again proud to bring you the International Family Tournament, sponsored by Georgia Coffee, presented by QubicaAMF Worldwide – the only tournament in bowling today where parent/child teams compete for an international championship and **\$70,000** in scholarship awards. This tournament also offers the opportunity for bowling centers to conduct, and bowlers to compete, in adult/youth and adult/teen divisions through the state/provincial finals.

Family togetherness is spotlighted during this tournament as well as other positive recreational options available to the entire family through BPAA member centers. In-house qualifying for the 2010-2011 International Family Tournament may be conducted between October 2010 and May 22, 2011. All state/provincial finals must be completed by June 6, 2011. The International Finals are set for July 28 – July 30, 2011 in Louisville, Kentucky.

Bowling's best kept secret is out and now is the perfect time to seize the opportunity to become involved with this great event. The International Family Tournament is a winner for everyone involved. It's an opportunity for BPAA members to offer their youth bowlers a shot at over **\$70,000** in scholarship awards and also target the important family market.

Be a part of Bowling's Best Tournament and support the International Family Tournament by hosting qualifying events!

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“BEST PRACTICES”

Here are some ideas to help increase your entries at your local/state qualifiers:

Josh Hodney, State Executive Director, Bowling Proprietors' Association of Minnesota

- 1) Award **financial incentives** (bonuses) to centers that increase the amount of in-house entries over the previous year's total. Award IFT Center Level Coordinators \$75 if they increase the center level entries by 15 teams, and give them \$25 more (total of \$100) if they bring in 20 teams or more at the center level.

On top of those bonus opportunities, offer an additional \$150 incentive to the two centers that have the greatest increase in entries from the prior year to the current year. Have two categories - centers that ran the tournament the previous year, and centers that have not run the tournament for at previous three years.

- 2) Charge \$30 per team at center level, the center gets **\$18.00 of that - better tournament lineages than many centers are used to receiving.**
- 3) **Offer to make up to 100 full-color promotional flyers** for any Center Level Coordinator willing to utilize them. Have them provide the date of the qualifiers, and the contact information for the Center Level Coordinator as they would want it to appear on the flyer.
- 4) Only give the centers that participate in the tournament (on a consistent basis) a chance to host the state finals. Having the state finals of a tournament during the day, on the 2nd and 3rd weekend in May is a plus for most centers.
- 5) Offer **tremendous flexibility** with the tournament. Let the coordinators know **they can run as many qualifying windows, whenever they want, for as long as they want.** The windows can last one day, one week, one month, or even one bowling season. Only requirement is that each window is publicized at least one week in advance.

- 6) Try adding new divisions, which I believe will at least double the tournament participation from last year. **We are adding three divisions just for siblings - youth/youth, youth/teen, and teen/teen.** (ONLY the Parent/Youth and Parent/Teen divisions will advance to the International Finals.)
 - 7) This tournament is not a huge money maker for an association, but it is **becoming a very important membership benefit**, especially to smaller centers that have good youth programs. Some small centers can pay for their membership dues simply by getting 20 or 25 teams to participate in the IFT in their center.
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Marc Pater, State Executive Director, Bowling Proprietors' Association of Louisiana

- 1) With about 400 in-center entries thru the state. Have 4 divisions still giving \$1000 in scholarship per division at the state level.
- 2) The \$4000 worth of scholarship money is given to the tournament; it comes from the Grand Prix administration funds.
- 3) To boost entries at the state level, try dropping the 1:4 ratio to 1:3. Give \$800 per division, using the other \$800 for to send a second team from the state level to international level.

2010-2011 International Family Tournament Rules and Regulations

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Presented by QubicaAMF Worldwide

Eligibility and Participation

1. The BPAA Tournament Committee has the right to accept or reject any entry.
2. Participation in this tournament is not open to any bowler competing as an adult, who has competed three (3) times in the national finals of any BPAA tournament (excluding U.S. Open).
3. Competition will be in four divisions through the state/provincial finals: Parent/Youth, Parent/Teen, Adult/Youth, and Adult/Teen. Once the state/provincial finals are completed, **ONLY the Parent/Youth and Parent/Teen divisions will advance to the International Finals. Adult/Youth and Adult/Teen Divisions do not advance to the International Finals.**
 - a. Parent/Youth Division: For parents, stepparents, grandparents, step-grandparents, great grandparents, step-great grandparents or court-appointed legal guardians bowling with a son or daughter 12 years of age or younger as of August 1, 2010.
 - b. Parent/Teen Division: For parents, step-parents, grandparents, step-grandparents, great grandparents, step-great grandparents or court-appointed legal guardians bowling with a son or daughter who is 13 years of age or older but has not reached his/her 19th birthday as of August 1, 2010.
 - c. Adult/Youth Division: For adults not eligible to compete in the parent/youth division who have reached their 19th birthday as of August 1, 2010 with a junior bowler who is 12 years of age or younger as of August 1, 2010.
 - d. Adult/Teen Division: For adults not eligible to compete in the parent/youth division who have reached their 19th birthday as of August 1, 2010 with a junior bowler who is 13 years of age or older but has not reached his/her 19th birthday August 1, 2010.
 - e. Youth bowlers may NOT enter the Adult/Youth or Adult/Teen divisions with their parents, grandparents, stepparents, step-grandparents, great grand parents, step-great grandparents or court appointed legal guardians. These adults MAY ENTER with any other youth bowler in these divisions.
4. The same parent/youth, parent/teen team may bowl in the International Finals no more than **twice**. After such time, parents may qualify for the International Finals with another child/grandchild and youth may qualify with another parent/grandparent.
5. This tournament will be certified by USBC. Only entrants who are USBC members before participation in the tournament are eligible for USBC awards.

Cost

6. One team in each of the two parent/child divisions of competition from each participating state/province will qualify for the International Finals of the International Family Tournament. Each state/province will pay a participation fee of \$1,200 to the Bowling Proprietors' Association of America. States/provinces may purchase a second entry in the International Family Tournament at an additional cost of \$800 and a third entry at a cost of the original \$1200. If a state/province exercises the option of purchasing two entries, two teams in each of the two parent/child divisions will qualify for the International Finals. If a state/province exercises the option of purchasing three entries, three teams in each of the two parent/child divisions will qualify for the International Finals. Participating states/provinces have the option of having competition in four divisions – two Adult/Child and two Parent/Child. Parent/Child division winners advance to the International Finals; Adult/Child winners do not. One entry consists of a team of one Parent/Youth and one Parent/Teen.
7. A center may purchase an entry into the IFT finals assuming the state that the center is located in a state that is not running an event. In the event that a center does purchase an entry, they will be required to run a "state level" finals in the event that another center decides to purchase an additional spot in that state. Entries close for center purchase on February 1, 2011. The center/state finals of all entries purchased by a center must be conducted between March 1, 2011 and May 22, 2011.
8. Participation fee is returned 100% in the form of Scholarships and Awards at the National Finals.

Substitute Bowlers

9. Substitutes are not permitted at any level of the tournament. If for any reason an entrant is not able to advance to any level of competition with his/her team, entry will be forfeited and the team in the next place will be eligible (i.e. If the first place team cannot advance, the second place team would then be eligible.)

Handicap

10. **Handicap at the International Finals will be 100% of 440, based on a team basis.**

Dates

11. House qualifying dates and times may be scheduled anytime between October 2010 and May 22, 2011. State/provincial finals must be completed by **June 6, 2011 and the state MUST return International Finalist Packages to: BPAA on or before June 24, 2011.** International Finals will be held in Louisville, Kentucky **July 28 – July 30, 2011.**

Qualifying Format

11. A minimum of 1 out of 10 teams will advance from the house level to the state finals. If scholarship money is paid at house and/or state level the ratio is a minimum of 1 in 10.
12. Formats for qualifying tournaments and entry fees will be solely determined by the sponsoring state/province association.

13. **Each team advancing from state/province to the International Finals must have completed a minimum of six (6) games of regulation bowling at either the house, regional, and/or state level. Baker system or modified format does not constitute a game.**

14. Bowlers may qualify for one spot only in the International Finals of the International Family Tournament. Should a parent or adult qualify for the International Family Tournament in more than one division of competition, he or she will advance to the International Finals with the oldest youth bowler.

Averages for Qualifying

15. Average determination date for the qualifying rounds will be determined by the state/provincial association.
16. All entering averages must be **USBC CERTIFIABLE** or the bowler must bowl scratch (220).
17. ALL entrants who have ever been re-rated, refused a re-rate or been disqualified in a tournament must report this at every level of the tournament for a possible re-rate.
18. The tournament director has the right to re-rate a bowler at anytime at the local or state level. The adjustment must be accomplished before the entrant bowls and if the adjusted average is not accepted by the bowler, the entry fee shall be refunded (USBC Rule 319c).
19. The ten pin average rule will be **eliminated** and everyone will be re-rated assuming their qualifying scores are higher than their entering average.
20. Any bowler that fails to report an average will result in automatic disqualification from the tournament in accordance with USBC rules.
21. The tournament director reserves the right to reject any entry with the return of the entry fee.

Averages At State/Provincial Finals

22. The adult bowler and youth bowler must use the in-house entering average (21 or more games) unless the current certifiable average of 21 or more games is higher at time of bowling, then that average must be used. **If the adult or youth bowler has neither average, bowler must then bowl scratch (220).**

23. Ties at the state/local level will be decided using a one game roll-off, with allotted handicap, to determine the team that will advance to the International Finals.

International Finals Format & Prizes

24. Format for the International Finals will consist of two 3-game blocks of qualifying using 100% of 440 for each team's handicap. In the semi-finals, the top eight teams in each division will bowl eight Baker-style games of match play. The final championship will also be Baker competition featuring the top three teams in each division. International Finalists receive a 3-night hotel stay, meals, and activities.

25. All youth contestants reaching the International Finals will receive scholarship money. All award fees will be returned 100%. Funds are placed in SMART Account #9450 – BPAA IFT/North Pointe Insurance Scholarship Fund. No monetary prizes, side pots or gambling are allowed at the International Finals

International Finals Averages

26. Adult bowlers shall use their highest average from the 2008-2009 season, 2009-2010 season, or the current season (2010-2011) as of May 1, 2011. All averages must have a minimum of 21 games. The highest average will be compared with the average obtained from the state/provincial finals. The state/provincial finals tournament average is defined as the average of all scores bowled in all levels of competition that led to winning the state/provincial championship (minimum of six games). If the state/provincial finals tournament average is ten pins or more than the highest average, then the two averages will be added together and divided by two to develop a composite average. This composite average will be the bowler's entering average at the International Finals. An adult bowler who reaches the International Finals without a certifiable 21-game average must bowl scratch at 220. Bowlers are responsible for providing score verification of all games bowled in all levels of competition that led to winning the state/provincial championship. Failure of the bowler to provide ALL scores for possible re-rate may result in disqualification from the International Finals.

27. Youth bowlers shall use their highest average from the 2009-2010 or current season (2010-2011) as of May 1, 2011. All averages must have a minimum of 21 games. This average will be compared with the average obtained from the state/provincial finals. The state/provincial finals tournament average is defined as the average of all scores bowled in all levels of competition that led to winning the state/provincial championship (minimum of six games). If the state/provincial finals tournament average is ten pins or more than the highest average, then the two averages will be added together and divided by two to develop a composite average. This composite average will be the bowler's entering average at the International Finals. Bowlers are responsible for providing score verification of all games bowled in all levels of competition that led to winning the state/provincial championship. Failure of the bowler to provide ALL scores for possible re-rate may result in disqualification from the International Finals.

General Playing Rules

28. Qualifying for this event at all levels will be conducted in **BPAA member establishments only**.
29. Participation in any tournament sponsored, conducted or held by or on behalf of BPAA is open, upon the same terms and conditions, to all bowlers who do, or have done, any league, tournament, advertised exhibition or any other type bowling (a) in a BPAA member establishment, (b) in a non-BPAA member establishment, (c) whether such bowler is or is not a member of any bowler's membership organization. Any owner or employee of any bowling establishment may participate if otherwise eligible. Rules and regulations conducted by the Bowling Proprietors' Association of America, Inc.
30. All matters not covered by these Rules and Regulations will be determined by the State/Provincial Tournament Director at the state/ local level and by the **Designated BPAA Tournament Representative** at the International Finals. All decisions will be final unless an appeal is made in accordance with USBC Youth Rule 705.

SUGGESTED IN HOUSE QUALIFYING TOURNAMENT FORMATS

While these are suggestions, all formats must comply with your state/provincial rules, guidelines and entry fees. When choosing a format, especially one that uses “regular” league scores, remember that a minimum of three (3) games must be designated for advancement to the state/provincial finals.

Format #1: In center qualifying at a suggested cost of \$20 per team. Each team of parent/child bowls three games and the results are decided on actual pin fall plus handicap.

Format #2: Add one week to your parent/child league and use this week’s scores to qualify teams to advance to the state finals based on your state/provincial advancement ratio.

Format #3: Add an additional amount to your regular weekly charge and qualify league teams to the state finals, based on your state/provincial advancement ratio. Remember that each team advancing from the state/province to the International Finals must have competed in a minimum of six (6) regulation games of bowling.

Format #4: If your parent/child league runs for 16 weeks, add an additional weekly charge (example, \$2.00) to your weekly cost and have the entire league travel to the state finals. Remember that each team advancing from the state/province to the International Finals must have competed in a minimum of six (6) regulation games of bowling.

Format #5: Use your regular parent/child league scores and just add an entry fee (suggested \$8.00), qualifying teams based on your state/provincial advancement ratio.

Format #6: Run your in-center qualifying at a minimum entry fee; lineage only plus a small administrative fee (example \$2.00). Then qualify based on your state/provincial advancement ratio to the house finals. At the house finals, you just charge for the lineage plus a state advancement fee (this fee will be given to you by your state/provincial association). Many centers have increased participation rapidly using this option. Research has shown that parents are willing to pay at the house/state finals to bowl with their children.

You are not limited to the above-suggested formats. We encourage new in-house qualifying formats and would appreciate your sharing any winning promotional ideas with us! We may use your ideas for publication in future tournament manuals. Call the Bowling Proprietors’ Association of America at 1.800.343.1329 x 8386 or e-mail Stefanie@bpaa.com



CENTER GUIDELINES FOR SUCCESS

- Become thoroughly familiar with the Rules and Regulations of the International Family Tournament.

- Your state/provincial coordinator is responsible for determining specific details regarding the tournament in your state/province. Please review your specific information on in-house competition dates, state/provincial finals competition date, qualifying tournament format requirements, handicap to be used at the in-center level, minimum number of games to be bowled, average determination date for qualifying rounds, and entry fees. If you have any questions, please contact your state/provincial Tournament Coordinator.

- Marketing is the key to success!!!
 - Advertise the fact that **ALL** youth International Finalists will receive part of the **\$70,000** in scholarship monies.
 - Display poster and flyers in the center. BPA provides posters for all centers through state/provincial offices. All state/provincial offices will provide entry forms.
 - Post the eligibility rules at the control counter or at the location of tournament entry.
 - Make tournament announcements including dates/times of qualifiers during league play and at times when you have many bowlers present.
 - During heavy open play times, recruit bowlers for league and tournament play. Once an in-house average of 21 games is obtained, the bowlers are eligible for tournament competition.
 - Consider building the cost of tournament entry into your league packages for youth/adult promotional leagues. All bowlers are entered in the house finals and the entry fees are paid from the league fees.
 - Give the youth league champions a free tournament entry. Build this benefit into the promotional advertising for youth league sign-ups.
 - Hold an employee contest and reward the employee who signs up the most teams for the house finals. As an alternative and an ideal way to encourage

- employee teamwork, consider setting a house participation goal and reward all employees when the goal is met.
- Check with your state/provincial coordinator to see if any arrangements have been made to advertise the tournament and participating centers in local bowling publications. If possible, mention it in your bowling advertisements or contact your local bowling writers and ask them to mention it in their weekly/monthly columns.
- ❑ Hold tournament update meetings with your staff. These may be integrated into your weekly staff meetings. Everyone must be well informed about the tournament and work as a team to produce a quality event.
 - ❑ Meet with your league secretaries, both adult and youth, to inform them about the tournament and the rules. These individuals are key elements in spreading the word about the event. Consider holding an in-house contest for the league with the most tournament entries. Rewards could include free bowling coupons, a party during league, a drawing for a free bowling party or bowling ball that is open only to members of the winning league, etc.
 - ❑ Get the youth coaches involved in helping with entries for in-house competition. Ask the coaches to promote the tournament to parents and explain how they can participate. Ask them to help match up youth and adult bowlers to ensure that every child has the opportunity to participate. This will help drive traffic for the adult/youth divisions as well. Again, consider offering incentives for sign-ups.
 - ❑ House Finals tips: Collect all entry fees and verify bowler eligibility and averages. Make sure bowlers are in the correct divisions before competition begins. Disqualification and disappointment can be avoided if the time is taken to verify the divisions and eligibility. If the competition is to take place over several weeks, take pictures and post them along with scores so that other entrants can see the score to beat. The tournament leaders will enjoy seeing their photos and achievements posted. Hold an exciting awards presentation for those who advance to the state/provincial finals!
 - ❑ Report teams that will advance to the state/provincial finals to the state/provincial coordinator. You will be provided with forms to be completed and returned. These forms, along with predetermined entry fees, need to be returned immediately upon conclusion of the competition.
 - ❑ Post results in the Bowling Center. Upon completion of the tournament, post results and photos of those that advanced to the state/provincial finals, along with their individual totals.
 - ❑ Check www.bpaa.com for tournament updates and information!

INTERNATIONAL FINALS WILL BE HELD IN LOUISVILLE, KY

JULY 28 – JULY 30, 2011

Bowling Center TBA
Visit bpaa.com for updates

ANNOUNCEMENT HIGHLIGHTS

Don't forget to inform your league bowlers of this exciting event before each league begins, or at any time when the center is busy. Make sure you have plenty of flyers and entry forms available at the front desk for bowlers who want to sign up!

- 1) This is the only event in any sport that promotes a family activity and togetherness with International Finals.
- 2) Advertise the fact that ALL youth International Finalists will receive part of the \$70,000 in scholarship monies.
- 3) Announce your in house qualifying dates.
- 4) Announce your in house finals dates – if applicable.
- 5) Announce your state/provincial finals dates and location.

Send us your thoughts and suggestions on in-house scripts to promote the tournament. We may use your ideas for publication in future tournament manuals. Call the Bowling Proprietors' Association of America at 1.800.343.1329 or e-mail Stefanie@bpaa.com



BPAA HIGH SCORE AWARD APPLICATION ADULTS ONLY



IMPORTANT: BPAA Tournament High Score Awards are available only for adult scores listed below which are rolled in the International Family Tournament. Applicants are eligible for ONE award per tournament. Applications for BPAA Tournament High Score Awards should be mailed to BPAA within 15 days after the score is rolled.

AWARD RECIPIENT

Name of Applicant: _____

Home Address: _____

City: _____ State: _____ Zip: _____

Telephone: home _____ work _____ cell _____

Email: _____

Bowling Center Where Score Was Achieved: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ BPAA Member #: _____

We the undersigned certify that the score indicated below was rolled in the International Family Tournament, under the requirements of the BPAA High Score Award Program and at the risk of forfeiture of any awards if any facts are misrepresented herewith.

State BPA Name _____

State BPA Tournament Director _____ Date _____

Bowling Center Tournament Representative _____ Date _____

Bowler _____ Date: _____

Honor Sore Bowled _____ Date Bowled _____

AWARD SELECTION

Please Circle:

300 Ring – Male or Female 299 Plaque 298 Plaque

Engraving Desired: _____



_____ Sterling Silver Ring _____ Ring Size

Ring stone desired: (Please Circle): Emerald Ruby Bowling Pin Top

10K and 14K gold rings and/or diamonds are available. Call for pricing.

**Forward this completed application to: Tournament Department, BPAA, 621 Six Flags Dr., Arlington, TX 76011
Phone: 800-343-1329 or email Stefanie@bpaa.com**