# RELATIONSHIPS AND WAYS OF ACTING TOWARDS THE MEDIA, ACTING AND COMMUNICATING WITH EXISTING AND POTENTIAL MEMBERS OF THE CLUB

### THE IMPORTANCE OF SPORTS

√lack of extracurricular sports activities in schools

✓ in agreement with the child - choose a sport

✓ playing sports is paid through membership fees

✓ private clubs are not financially supported by the local community

### CONCLUSION

✓ clubs have to fight – attract members

✓ investing in the visibility of their business

✓ less space to pay for classic ads

✓ greater visibility for free through the media



#### POČINJU UPISI !!%%

Rujan nam uskoro stiže!!

Neka i Vaše dijete postane dio naše velike sportske obitelji! Pogledajte video o našim programima škole gimnastike, dogovorite probne treninge i upoznajte se sa našim stručnim trenerima.. 69

Kontakt: 091 5111117 i 098 215590

\*\*... Prikaži više



YOUTUBE.COM

INOVA GIM promo video

promo..2017-2018

Saznajte više

### **GK INOVA GIM**

✓ established contacts with local media journalists

✓ covering sports

✓ regularly report to them on news about the Club and new projects

## Glas Slavonije



GIMNASTIČKI KLUB INOVA-GIM NE STAJE S TRENINZIMA

Na daljinu vježbaju cijele obitelji



### WE DO THAT THROUGH...

✓ mailing list – journalists – newsletters about the work of the club

✓ the inclusion of journalists on our profiles on social networks (Facebook, Twitter, Instagram)

✓ filling of content on our official website - interesting short content for media

✓ personal contact - attractive event within the Club

#### Upišite Vaše dijete!

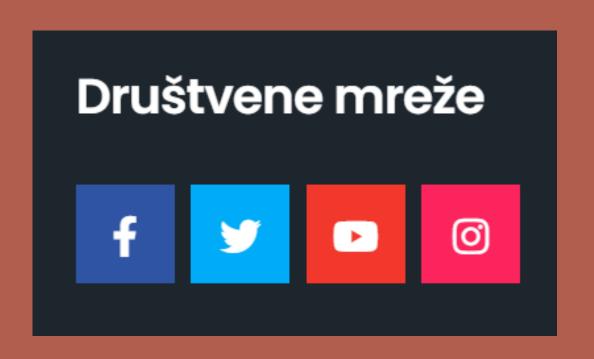
Vašem djetetu je nedostajalo profesionalno usmjerene tjelesne aktivnosti posljednjih mjeseci?!?!

Na vrijeme mu osigurajte mjesto u našem klubu uz profesionalne trenere i bogato opremljenu gimnastičku dvoranu... 🐒 🐒

Možete nas nazvati i kontaktirati na **0915054819** / **098215590** za centar Osijek i **091 5222 565** za centar Zagreb, ili nam jednostavno poslati poruku. Također nam se možete obratiti porukicom u Inbox naše **FB stranice**.

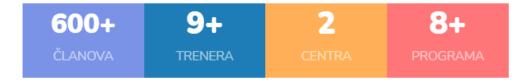
**UPISI OSIJEK** 

**UPISI ZAGREB** 



### INOVA GIM u brojkama

Za uspješnu višegodišnju klupsku tradiciju zaduženi su redom svi od trenera do članova i njihovih roditelja. Upoznajte našu gimnastičku obitelj...



#### Zašto postati naš član?

U našem klubu rade treneri koji posjeduju **višegodišnje** iskustvo u stvaranju vrhunskih gimnastičara, a među njima se ističe naš osnivač **Nenad Solar** koji je trenutno član tima trenera muške **gimnastičke reprezentacije** Hrvatske, bivši je izbornik seniorske reprezentacaije, a bio je i glavni sudac na OI u Atlanti (finale-ruče) .

- ✓ Tradicija
- Vlastita dvorana

- Stručni treneri
- ✓ Vrhunski gimnastičari

## TWO MOST IMPORTANT SEGMENTS OF EFFECTIVE PROMOTION TODAY

### ✓ social networks



### ✓ word of mouth





"always possible enrollment"

"club as a second family"

### WE FOCUS ON OUR OWN

"we accept children from the age of 3"

"gymnastics as a sport with great benefits for the growth and development of the child from an early age"

## PRAISE AND A GOOD VOICE IS HEARD FAR IN OUR CASE

✓ members came to us on the recommendation of existing members – more than 50%

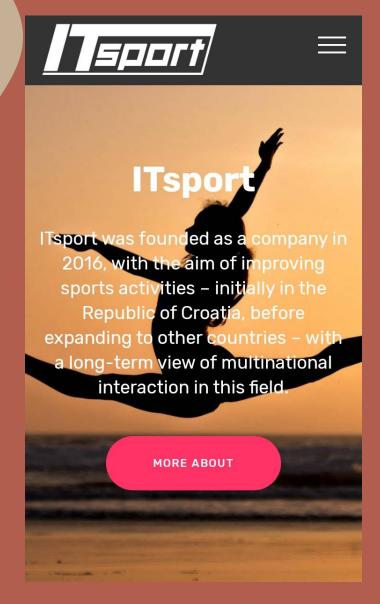
✓ friendly relationship with children and parents – established

✓ available to parents for all questions

✓IMPORTANT - retaining existing members + regular communication via social networks

## IT SPORT PROGRAM

## HOME PAGE – every user can log in here



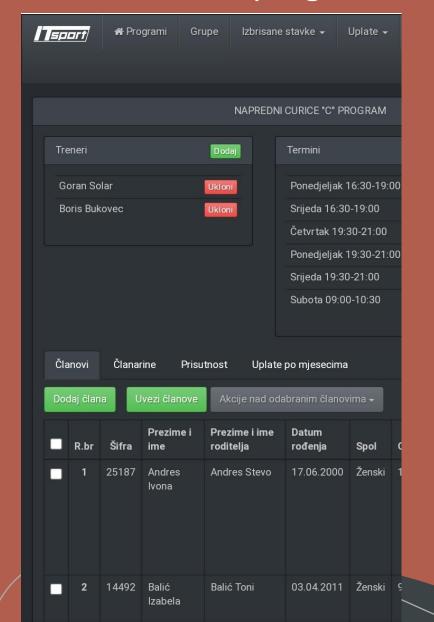
## NAMES OF THE PROGRAMS AND GROUPS

<b>Sport A</b> Programi Grupe Izb	risane stavk	Dodaj grupu		
		Naziv	Program	Termini
		NAPREDNI CURICE "C" PROGRAM	NATJECATELJI "C" PROGRAM	Ponedjeljak 16:30-19 16:30-19:00, Četvrta Ponedjeljak 19:30-21 19:30-21:00, Subota
Programi		NAPREDNI DEČKI "C" PROGRAM	NATJECATELJI "C" PROGRAM	Utorak 17:00-18:00, 21:00, Petak 17:00-1 20:00-21:00, Subota
Dodaj program		ŠKOLA GIMNASTIKE (PON & ČET) 18:00h - 19:00h	ŠKOLA GIMNASTIKE	Ponedjeljak 18:00-19 18:00-19:00
Naziv	Voditelji	ŠKOLA GIMNASTIKE (PON &	ŠKOLA GIMNASTIKE	Ponedjeljak 19:00-20
NATJECATELJI "C" PROGRAM	Goran Sok	ČET) 19:00h - 20:00h	SNOLA GIIVIINAS I INL	19:00-20:00
ŠKOLA GIMNASTIKE	Goran Sola	ŠKOLA GIMNASTIKE (PON & ČET) 20:00h - 21:00h	ŠKOLA GIMNASTIKE	Ponedjeljak 20:00-2° 20:00-20:00
GROLA GIVIIVAGTIKE	Corum Con	ŠKOLA GIMNASTIKE (UTO & PET) 18:00h - 19:00h	ŠKOLA GIMNASTIKE	Utorak 18:00-19:00, 19:00
GIMNASTIKA VRTIĆI+ŠKOLE	Goran Sola	ŠKOLA GIMNASTIKE (UTO & PET) 19:00h - 20:00h	ŠKOLA GIMNASTIKE	Utorak 19:00-20:00, 21:00
		ŠKOLA GIMNASTIKE (UTO & PET) 20:00h - 21:00h	ŠKOLA GIMNASTIKE	Utorak 20:00-21:00, 21:00
SPORTSKO LJETO 2020	Goran Sola Andres	ŠKOLA GIMNASTIKE (tata i mama vježbajte s nama) SRI 18:00-19:00 & SUB 11:00- 12:00	ŠKOLA GIMNASTIKE	Srijeda 18:00-19:00, 12:00
		ŠKOLA GIMNASTIKE SRI 20:00-21:00 & SUB 10:00- 11:00	ŠKOLA GIMNASTIKE	Srijeda 20:00-21:00, 11:00
SUCI I TRENERI GK INOVA-GIM OSIJEK	Goran Sola			
	7			

## OUTSIDE GROUPS – schools and kindergardens where we work

VRTIĆ MARIJA PETKOVIĆ	GIMNASTIKA VRTIĆI+ŠKOLE	Srijeda 09:28-10:28
VRTIĆ DARDA	GIMNASTIKA VRTIĆI+ŠKOLE	Utorak 08:45-09:30, 10:15
OSNOVNA ŠKOLA SARVAŠ	GIMNASTIKA VRTIĆI+ŠKOLE	Ponedjeljak 13:05-1 13:05-14:00
OSNOVNA ŠKOLA M. KRLEŽE ČEPIN	GIMNASTIKA VRTIĆI+ŠKOLE	Utorak 18:30-19:15, 19:15
VRTIĆ ZVONĆIĆ ČEPIN	GIMNASTIKA VRTIĆI+ŠKOLE	Ponedjeljak 16:00-1 16:00-16:45, Četvrta Četvrtak 17:00-17:4
OSNOVNA ŠKOLA BRIJEŠĆE	GIMNASTIKA VRTIĆI+ŠKOLE	Utorak 14:10-15:10, 14:05
VRTIĆ GRLICA BILJE	GIMNASTIKA VRTIĆI+ŠKOLE	Petak 09:15-10:45
OSNOVANA ŠKOLA DALJ	GIMNASTIKA VRTIĆI+ŠKOLE	Ponedjeljak 14:45-1
PREDŠKOLCI-LJETO 2020	SPORTSKO LJETO 2020	Ponedjeljak 18:00-1 18:00-19:00, Četvrta
VRTIĆARCI-LJETO 2020	SPORTSKO LJETO 2020	Ponedjeljak 19:00-2 19:00-20:00, Četvrta
ŠKOLARCI-LJETO 2020	SPORTSKO LJETO 2020	Ponedjeljak 20:00-2 20:00-21:00, Srijeda
SUCI I TRENERI GK INOVA- GIM OSIJEK	SUCI I TRENERI GK INOVA-GIM OSIJEK	Ponedjeljak 08:19-0 08:19-09:19
TERMIN 21.lipnja - 25. lipnja (TJEDAN 1)	LJETNI KAMP <2021> - INOVA-GIM TERMINI	Ponedjeljak 08:00-1 08:00-15:30, Srijeda Četvrtak 08:00-15:3 15:30
TERMIN 28.lipnja - 02.srpnja (TJEDAN 2)	LJETNI KAMP <2021> - INOVA-GIM TERMINI	Ponedjeljak 08:00-1 08:00-15:30, Srijeda Četvrtak 08:00-15:3

## EXAMPLE OF GROUP – coaches who work in the "C" program



## MEMBERS RECORD OF PARTICIPATING IN TRAINING



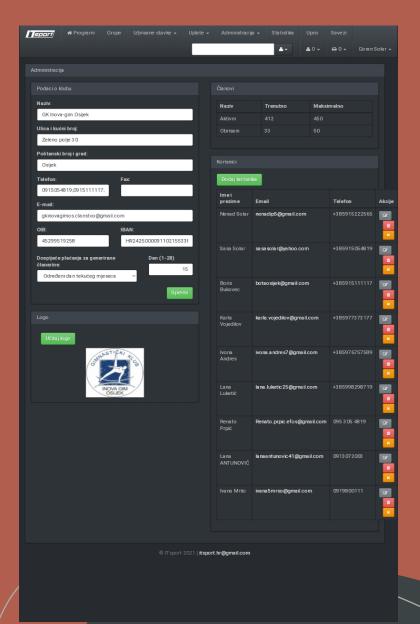
## MEMBERSHIP FEES AND DEBTS



## POSSIBILITY OF CHOOSING DIFFERENT OPTIONS FOR EVERY MEMBER



### INFORMATION ABOUT CLUB, COACHES AND VOLUNTEERS



## REGISTRATION RIGHTS



## A WAY OF REGISTRATION FOR NEW MEMBERS





# THANK YOU FOR YOUR ATTENTION!

