

Dear Parents and Swimmers

The Winchester City Penguins Swimming Club 'Talk to Give' telecoms scheme

The fundraising group are keen to get our 'Talk to Give' scheme underway in 2009. We are aiming to approach local organisations and business through our contacts. This scheme has the potential to help support the club financially but it needs your help and commitment. If successful it will benefit us all.

So what is "Talk to Give"?

"Talk to Give" is a new scheme run by Uniworld Communications, a leading Hampshire based telecoms company. If you as the Penguins members, successfully introduce an organisation that results in them transferring some or all of their telecoms services to Uniworld then the club will benefit from an ongoing commission. Because Uniworld would have no selling costs (we, the Penguins supporters, do that for free!) then Uniworld should be able to pass on savings to the business *and* make a regular contribution to Penguins.

How does it work?

Everyone has contact with some organisation – your employer, your own business, or your favourite restaurant! You identify the business and ask them if they are interested in a scheme whereby they both reduce their telecoms costs *and* make a contribution to a good cause (i.e. Penguins!).

Assuming that they are, then the next step is to ideally get a copy of their existing bill and pass that to us and we will check with Uniworld whether they can reduce the cost or not. If they can, then that saving will be shared 50/50 with Penguins. For example, if a company is spending £1000/month on its' telephone bill and Uniworld can provide that service for £900, then the company will be charged £950/mth and Penguins will receive £50/mth from Uniworld for as long as the service continues.

Despite the choice available in the market many businesses (about 50%) have never changed from BT and are paying a premium.

Once a suitable target business has been identified Uniworld will take over from there and organise a smooth transfer of service.

How good is the service?

Uniworld provides services to over 8000 businesses across the UK from national retail chains and leading manufacturers to Local Authorities and charities. It is owned by Gamma Telecom the 4th largest telephone network operator in the UK and the 2008 Network Operator of the Year. It regularly wins industry plaudits for the quality of its services. To find out more please visit www.uniworld.co.uk.

How does the business benefit from this?

- Reduced costs
- Promotion as a penguins sponsor e.g. their logo on our website
- They can use the "We support Winchester City Penguins" logo on promotional material

Calls & fixed line telephone services ▶ Mobiles ▶ Broadband ▶ IP telephony ▶ High speed data lines ▶ Inbound numbers & call handling ▶ Audio conferencing

What do I have to do to get started?

All you need to do is:

1. Talk to the appropriate decision maker in the organisation and get them interested in the idea.
2. Ideally get a copy of their phone bills
3. Pass all this to one of the undersigned contacts and we'll take it from there

Or pass on your contact to the undersigned to approach them on behalf of Penguins.

Why should I do it?

It makes sense to look for sponsorship, financial support to keep the fees at a reasonable level. The cost of facilities is increasing, and we are looking at innovative ways to raise funds from outside the club, and minimise the burden on members.

Our aim is to continue to grow and improve. Financial support will enable us to build on our current success.

Please contact:

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