



IBPSIA MEMBER BENEFITS

I. Education and Certification:

- **“Hands-On Training Seminar” (HOTS)** discounts for members (see website www.ibpsia.com for current class dates and locations) available in class format or private instructor at your shop or theirs
- Continuing Education Units (CEUs) toward Certification are earned just by attending seminars at **Annual IBPSIA Conference** in June and **BPAA Bowling Summit** in January as well as many distributor trade shows throughout the year in various locations
- **International Bowl Expo Trade Show** in the last week of June each year
- Member savings on 2 and 3-day Workshops **“The Business of Pro Shops”** and **“HOTS on Lanes”**
- Member savings on **“Advanced HOTS”** training seminar
- Fast forward with **“HOTS Test Out Procedure”** for those experienced Pro Shop Operators

II. Listing on www.ibpsia.com with your website link and recommendations to bowlers looking for IBPSIA Member and Certified Technicians

III. Monthly *IBPSIA Merchandising Trends* newsletter – back issues available on website and quarterly issues of *Pro Shop Operator* magazine

IV. Group Purchasing Club discounts (with more to come)

- **“Seed” Ball Program** – one high performance ball from each of 10 ball manufacturers at the low cost of \$75 each plus shipping
- **Power House** – special pricing on ball drilling tools & fixtures, resurfacing & maintenance equipment, software accessories (generally 10% off)
- **Turbo 2-N-1** – specials for IBPSIA members only
- **EMPS** credit card processing – no reprogramming fee, no monthly statement fee, no monthly minimum, currently 1.49% with a \$0.20 transaction rate.
- **BPAA Web Services** – website design and hosting
- **Office Depot** – avg. 52% off list, waived minimum order with no delivery charges
- **Grainger** – discounts on fixtures, lighting, tools
- **North Pointe Insurance** – Insurance designed for the bowling industry
- **Signature Funding Group** – lease finance programs for capital equipment
- **Sherwin-Williams Paints** – 10% discounts on paints and supplies
- **Mystery Shops** – objective feedback on operations as perceived by customers. Members enjoy no minimum shops for a low per shop fee.
- **Moore Direct** – discounts on standard business forms
- **USBC Sport Bowling** – New programs designed to increase your pro shop’s volume
- **More to come**