

# Q & A

## **Common Questions and Answers for those interested in Becoming a part of the cheergyms.com All-Star Family**

### **1. What makes cheergyms.com different from other cheer gyms in the area?**

Basically all cheer gyms are alike. Each has a desire to train cheerleaders and lead their cheerleaders to success. What makes a cheergyms.com gym different is the experience behind it. Going into its 13<sup>th</sup> year in the all-star cheerleading business, it has seen the industry grow and has been able to survive with the ever changing atmosphere. Morton, Danny and Derick along with the incredible staff have over 40 years of experience in the cheer field. They work hard to stay involved in the all-star community by being on committees and boards that make the crucial decisions for the all-star industry. Each coach is CPR, First Aid and USASF certified in all levels to train the cheerleaders. They attend numerous in-house and state wide conferences to keep abreast of what is happening in the all-start world.

Besides being highly qualified, each gym has a desire to make it more than practice and competition. Team outings, parties and special events are planned throughout the year to help each team member feel a part of the family. When most gyms have taken away such luxuries, cheergyms.com still keeps them because it's the experience the participants will remember.

Even though "winning" is nice, it is never a cheergyms.com first priority. A safe environment, a healthy atmosphere and a fun experience is what we base our success on. It doesn't hurt that we have had a very award winning year and have been honored with many accolades from the all-star community nationally.

### **2. Why is cheergyms.com so expensive?**

cheergyms.com has fought this stigma for years, but it is like comparing apples and oranges. At cheergyms.com, unlike many other gyms, most of our staff is basically full

time, meaning training of our participants is first priority. We are very lucky to have the professional staff we have, but that does come with a price.

We also do a lot of extras for the kids to make their year memorable. Parties, competition gifts, national t-shirts, outings and a great end-of-the-year awards banquet makes the year extra fun for a cheergyms.com cheerleader. These expenses are all a part of your tuition.

At cheergyms.com, we also do not nickel and dime our customers. No hidden costs! We are very up front about the costs and what the year will hold financially. We have had many cheerleaders who went to other programs and returned when they added up what they spent and we were not that much more expensive.

Knowing the economy is bad we have made strides to lower our prices. Returning members will see the biggest difference because we feel we should reward those who have trusted us for many years. Some of our savings come in the form of competing at more local competitions, not requiring so many items to be purchased, having statements emailed instead of regular mail, lessening the required time spent in the gym, and searching for cost effective ways to lesson the overall cost of running the gyms.

### **3. I hear once you sign a contract you have to stay, is that true?**

You have 30 days from the date you sign your contract to see if you like the program. If you don't like it (which we know you will) your contract is canceled. If you have paid any money, that is returned to you, minus the \$75 insurance fee. After the 30 days you are committed to the contract.

### **4. What if I must quit mid season, do I still need to pay?**

If, for any reason, you must quit mid season and break your contract with your team and cheergyms.com you can either continue to pay off your contract or pay \$500 to get out of your contract. No money is refundable if you quit before we attend competitions, even if you have already paid your competition fee deposit.

### **5. Does Cheergyms.com have fundraising?**

Yes we do! We are very fortunate to have the Contra Costa Amateur Cheerleaders Club (CCACC) as our official fundraising entity. Alicia Farr, its President, started the non-profit club 6 years ago and has been helping our families ever since. The CCACC has contracts with almost every venue and professional sports arena in the Bay Area. They also have

a donation program for business to contribute to the cheerleaders and help them with their year. There is a small fee to join to cover, but worth it! We have had many parents pay for 2 and even 3 cheerleaders by just fundraising.

**6. I hear you can't miss any practices, is that true?**

Well yes and no. It is true that you are not supposed to miss tumbling or team practices what so ever. We understand important and unexpected things come up that are beyond your control, but we also need to always be moving forward with our teams so they are successful. So it is our policy that if you miss practice, the team will move on. That may mean your part might get changed or you may be removed from the routine and not put back in until the coach feels they can do it without disrupting the teams success. We leave it up to the families to decide when something is so important that they feel they must miss, but our families understand that missing (even for severe sickness, death in the family, 50<sup>th</sup> wedding anniversaries for grandparents, etc.) may affect their child's position.

**7. It seems like everyone tumbles within cheergyms.com, will I make a team?**

Everyone makes a team! We love beginner cheerleaders as well as advanced ones. We understand that some great cheerleaders have never learned to tumble. Teams are first divided by the ages set by the United States All-Star Federation (USASF), and then we divide those teams by the USASF Levels 1 – 5. Even though it may not seem fair, most kids are put onto teams according to their standing tumbling and running tumbling first, their jumping ability next and their stunting ability last.

We try our best to create teams that are successful. We must have at least a majority of the kids on a team doing the skills associated for that level. EX: A common level 4 standing tumbling skill is a standing back tuck, so for a team of 20 we must have at least 11 that can do that skill without a problem. We will then put people that are close to the skill on and encourage them to get it.

We have found that many cheerleaders and parents want their children on higher level teams, but the children do not have the tumbling skills required. So to help them out, we do not form teams until the 2<sup>nd</sup> week of June. That gives every kids 6 weeks to improve and prove to us they deserve to be on particular team. Kids also can move up or move down during the year if a spot opens up on another team.

**8. I heard you have to crossover onto another team to be on All-American Level 5, is that true?**

That was true last year, but is not true this year. You can just be on the All-American Team. We love cheerleaders who want to crossover and help our other teams be better, but this choice is up to you and your family.

**9. Is it expensive to crossover onto 2 teams? How many teams can I crossover onto?**

We only charge one monthly fee for the team you were put on. If you would like to crossover the only extra you would pay are the competition fees associated with you being on 2 teams. Usually that means \$200 - \$300 more for the year.

Some kids and families can handle doing two teams, and some can do three, but we suggest the maximum teams you are on are two.

**10. Do you get new uniforms every year?**

Cheergyms.com is on a 3 year cycle. Every 3 years we get new uniforms and new sweats. All our teams have the same uniform so it is easy to crossover or are placed on a different team each year.

This year is new uniform year. We are excited about the new uniforms. Mini, Tiny, Youth and Juniors Levels 1-4 have full tops, Junior Level 5 and Senior Teams level 1-5 have crop tops.

**11. Do the parents *have* to be very involved?**

Obviously, we want each and every parent to be as involved as possible so the year is successful for their child. For some this is just impossible. Our only expectations are that the parents go to every competition, dressed in Cheergyms.com gear, get their child to practices/competitions/events on time and pay their bills on time.

We do have parents that are a part of the TEAM PARENT GROUP. This group takes care of all the “extras” for the kids and makes the year special.

**12. How many competitions do you attend?**

It is different for each team. Tiny and Mini teams only go to local competitions and do between 5 and 7. Youth, Junior and Senior Level 1 – 3 teams go to the local competitions and one traveling/overnight competition. They attend between 6 – 8 competitions. Junior and Senior Level 4 teams, go to the local competitions and two traveling/overnight competitions. They attend between 7 – 9 competitions. The All-American Level 5 teams go to some local and 3 traveling/overnight competitions. They attend between 8 – 10 competitions.

The College team and Special Needs teams will go to about 6 competitions and at least one traveling/overnight competition.

The only teams that will go to Worlds, if awarded a bid to go, will be the senior All-American Teams and possibly the College team.