



SLATE. THE MATCH FEE APP

THE EASY WAY FOR CLUBS TO COLLECT MONEY

Slate is a brand new app for sports and non-sports clubs that need to collect money on an event-by-event basis, such as weekend matches and annual subscription fees. It can be used to collect money for drop-in training sessions, yellow/red cards, tours and club dinners; just about anything that requires payment by club members. Slate lets you know who has paid and who hasn't and chases late payers automatically. It's a simple, easy to use app. that's ideal for a wide range of clubs, from mates' 5-a-side teams to badminton clubs, pony clubs, and more.

Why use Slate?

Collecting money for clubs has been going on for decades but it is becoming harder. Recent research by MasterCard revealed a large decrease in the use of cash. Around a third of people questioned no longer carry a wallet or purse or will soon stop, preferring instead to carry a debit or credit card in their pocket. And it's set to continue with the introduction of contactless cards. For clubs, it means 'pay-per-play' matches and events traditionally paid for by cash can be a real inconvenience. Until now, bank transfer has provided the only real alternative but it's a hassle for players and reconciling bank transfers is time consuming for clubs.

Making life easier for everyone

For club members Slate means no more borrowing cash from teammates at the last minute, or driving to a cashpoint on the way to a game. It also makes life easier for youngsters and their parents. Lost or forgotten money over a few weeks can build up and lead to awkward conversations. For team managers/captains, Slate shows who's paid and who hasn't 24/7 and the app helpfully sends automatic reminders for overdue payments.

It makes it easy for treasurers and club officials to see which teams are collecting money and any that aren't. And, since overdue payments are highlighted straight away, action can be taken before the problem continues. In short, it gives clubs accurate and up to date information upon which they can make informed decisions, saving the time and inconvenience of maintaining and checking records. Slate also provides a desktop reporting version for treasurers and club officials.

Clear Benefits

- See who has played and paid at a glance
- Get more payments in by making life easier for players
- Avoid awkward chasing with Slate's automatic reminders
- No more paperwork, just accurate up to date information to hand 24/7

COLLECT MORE MONEY WITH LESS EFFORT AND LESS HASSLE

Saves clubs time and hassle

Slate is free to sign up to and has a small charge per transaction. For payments up to £20 a charge of 20p + 2.5% of the payment amount applies. For payments over £20 a 1% + 2.5% charge applies. So, a weekly match fee of £10 costs a club 45p via Slate for example.

Depending on fees, as little as one extra match fee paid per week could see Slate pay for itself.

With more people paying their way, Slate can improve revenue and help provide a fairer club with a better atmosphere and less resentment of the 'free rider' problem.

HOW DOES IT WORK?

Direct debits

Slate payments are made by direct debit from a player's bank account to the club's bank account using GoCardless, an established and secure direct debit service. All a player needs (or parent for junior sports) is a bank account, email address and smart phone. Clubs simply need players' emails. If a player doesn't want to pay via Slate they can still choose to pay by cash and Slate will track this. It provides a simple system to track and collect payments.

Player set up

The club registers with GoCardless and sets up its fee structure (allowing for different amounts for adults, youths, etc) plus the various events that require payment (matches, monthly subs, annual subs, yellow cards, etc.) It's really flexible and can be tailored to a club's individual requirements. Players are then added individually or via a spreadsheet for larger clubs along with the designated team captain and vice captain (or managers). Slate automatically sends invites to the players to join Slate, and that's it. In just a few minutes it's up and ready to go but we're also here to talk you through the set up in person if preferred.

Player set up and the role of captains/managers

It's just as easy for players. They simply download the app using the link provided by email and register their bank account with GoCardless, setting up a direct debit to their club's merchant account via Slate to enable payments. Now they're ready to pay the club via the Slate app when they receive payment notifications.

Treasurers and club officials

Designated club officials are able to set up fixtures and event types. After a match or event they select who took part and the app pre-loads the amounts people owe. The captain/manager can make adjustments to the fee amount if needed, for injury and substitution for example, then Slate automatically sends a notification to all players to pay. It also sends out two reminders over the course of the week to late payers. The captain/manager can track who has paid and who hasn't on the app.

Treasurers and club officials can use the desktop reporting suite to view payments and see any outstanding amounts by week, month and year, and by individual, team and club. For effortless reporting, data can be quickly and easily downloaded to Excel so everything is to hand for annual forecasting and budgeting and club or committee meetings.

"It's so much easier for youngsters to pay. At the moment, once our younger players owe a few weeks of unpaid match fees, the amount is soon to onerous to pay. They're not trying to avoid paying, it's just they keep forgetting to bring cash to pay and soon the debt is too large."

**Simon Haines - Manager
Brockham FC**