### **USMS Marketing Resources** Kyle Deery Friday, September 13, 2013 USMS Convention



# Using the tools that USMS has already created

...And how you can benefit from them





Video on the website

### **USMS** Marketing Resources

- Banners
- Brochures
- Decals
- Static-cling Stickers
- Swim Caps
- Bag Tags



### **USMS and Co-Branded Banners**







### **Brochures**







What is U.S. Masters Swimming? U.S. Masters Swimming (USMS) was founded in 1970. A non-profit corporation, USMS supports more than 1,000 adult swim programs in 52 regions throughout the United States. We have more than 50,000 individual members, ranging in age from 18 to over 100. On the local level, most USMS swim programs offer structured practices and training assistance from trained swim coaches. Pool and openwater races provide opportunities to compete and measure individual progress at the local, state, national and international levels. USMS programs also offer stroke and technique clinics, workshops, instruction, and social functions USMS programs draw people from all walks of life and provide their members with a community that offers active support for a healthy lifestyle through aquatic fitness, friendship, and camaraderie.

### How do I find a local Masters program?

Masters swim programs exist in many places including local YMCAs, community pools, health clubs, country clubs, and colleges and universities. Many Masters teams are also connected to USA Swimming age-group programs. To find a program near you, simply search the "Places to Swim' section of usms.org or call us at (941) 256-USMS (8767).

### Who can join?

Anyone 18 years of age and older is invited to join a local program and become a USMS member. Programs are open to fitness, competitive, open water, and triathion swimmers alike. Whether you have just taken your first strokes in a swim lesson, are trying to break a national record, or just want to stay fit. U.S. Masters Swimming provides a fun and friendly atmosphere for you to work toward your individual goals. You don't have to be racing the clock to experience the rewards and support found in U.S. Masters Swimming.

### What are the benefits of a USMS membership?

When you become a member of U.S. Masters Swimming you join a community that shares your interest in fitness and love of the water. Your membership benefits include: Opportunity to participate in USMS organized workouts
 Exclusive access to online coaching at usms.org · Subscription to SWIMMER magazine and the member e-newsletter

- A usins org identity and blog to share photos and stories and connect with swimmers around the country · Opportunities to compete in more than 500 sanctioned
- USMS events at the local, regional, national and international levels. These include pool and open-water competitions, clinics and fitness challenge events . The ability to track your progress via a personal online
- fitness log · National tracking of your competition swims Recognition and awards for your performance
- · Additional insurance coverage while participating in USMS sanctioned events
- · Access to scholarships and grants · Education and certification programs for coaches
- Valunteer opportunities Exclusive sponsor discounts
   .... and so much more! Join TODAY at:

### www.USMS.org





**Promoting Health, Wellness, Fitness and Competition Through Aquatics...** 

### **U.S. MASTERS SWIMMING**

### **Team Information** Here

Find YOUR local U.S. Masters Swimming program at www.usms.org





### **Decals/Static-cling Stickers**





USMS Oval Sticker - 5.5" x 3"





## Swim Caps/Bag Tags







### Magazine, Calendar, Streamlines, Forums





In addition to a great video, <u>SwimDutlet.com</u> is running a catchphrase/ meme contest that will be judged by Lezak himself. Winning prize package includes a 2-year USM membership, a ST00 SwimDutlet gift card, a custom swim bag, and morel Visit the <u>contest page</u> to see what all the fusis is about. 2-Mile Cable Swim, ake Placid, N.Y.

(August 17)

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In what countries is masters swimming "big"? Started by Andy1978, August 13th, 2013 04:36 AM	Replies: 17	Katherine Neustadt August 23rd, 2013, 06:12 AM C	10





- Online Flyers
- Nike Go the Distance program
- Places to Swim
- Masters Swimming 101
- Various Technique Articles/Videos



### **USMS Online Flyers**

### **MASTERS SWIM MEET**

**HOSTED BY:** 

DATE, TIME & LOCATION:

### **ADDITIONAL INFORMATION:**

### **MASTERS SWIM PROGRAM**

Masters swimming is for anyone 18 years and older. Our coaches and instructors teach:

Swim Lessons Adult Fitness Swimming Competitive Swimming Open Water Swimming Triathlon Swimming

Our goal is to help you achieve your swimming and fitness goals. Join us for expert coaching, technique instruction, camaraderie and much more!

### For more information or to join:

**USMS SANCTION #:** 







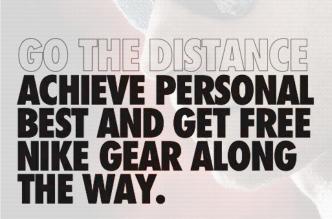
Our Masters program is registered and/or affiliated with U.S. Masters Swimming, the national governing body for adult swimming. As a USMS member, you are covered by USMS insurance in practices and you may compete in USMS pool, open water and fitness events. All USMS members receive SWIMMER magazine and are eligible for special offers from sponsors, plus full access to all online training and social resources and much morel Visit **usms.org** or our club website for more information.

### FLOGs / Nike Go the Distance

• The Fitness Logs (FLOGS) are free to use

• Nike Go The Distance is free to enter and you receive free items the more you swim





Nike is proud to sponse U.S. Masters Swimming's fastest growing timess program. Get the Olstanes, which is the to all meeters. Go to usmstorg and register for a MY USMS account, then enter and track your workouts in your Fitness Log. As you reach key milestores, you become eligit to for special anzes from Miker in 2013.

50 miles Nike GTD swim cap 250 miles Nike string bag 500 miles Nike swimsuit

WWW.USMS.ORG/NIKE-SWIM-GTD

Like us on Facebook Visit us at www.nikeswim.com



### **Places to Swim**

- 110,000 hits on this page a year
- Is your info updated?



IN THIS SECTION   IMSC Information   Places To Swim   Add a Place to Swim   Local (MSC) Officers   Cub Web Sites   Cub Web S
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ENCOURAGING Learn more SOUND TO TO THE ADDRESS HIP SOUND TO
MEMBERSHIP       Speedo       Click on map above or search for a Place to Swim by City, State, and/or LMSC:       City:     State:
City: State: LMSC:
Here are several additional resources that may help you in your search for the ideal place to swim:
Listing of local (LMSC & Zone) websites     Listing of USMS club websites     Listing of USMS club websites     More detailed information on individual LMSCs     When you're traveling and plan to swim with a local team, remember to take your current USMS card with you! USMS     imanace coverage requires that all swimmers in a USMS-sanctioned workout be members, and the club may need to verify

# Swimming Articles/Videos

- Masters Swimming 101
- Technique Articles
- Technique Videos
- Online Workouts
- YouTube Channel
- Product Reviews

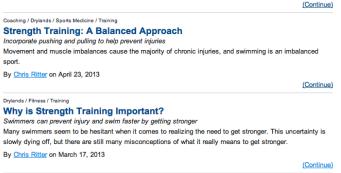


Advertorial / Drylands / Fitness

Yoga for Swimmers Swim-improving flexibility, strength, and peace of mind are available on the

Swimmers know: It's important to be in the water at least once a day to keep your feel for the water and your stroke. Outside of the water, it's equally

important to get in some dynamic dryland workouts for strength and flexibility.



### Popular uploads



Promotional Video 1 year ago + 43,333 views U.S. Masters Swimming (USMS) is a national organization that provides organized workouts, co...

We Are U.S. Masters Swimming -



Wetsuit Review - SWIMMER Magazine 2 years ago + 22,729 views http://www.usmsswimmer.com/ The official magazine



### SWIMMER Magazine Fin Testing

2 years ago = 41,019 views http://www.usmsswimmer.com/ USMS Editor-in-Chief Laura Hamel and Membership Coordinator Anna ...



SWIMMER Magazine Paddle Testing 3 years ago = 12,505 views http://www.usmsswimmer.com/ Our Masters Swimmers had fun with this paddle testing session...



## Masters Swimming 101

- How to start swimming as an adult?
- What are the basics of pool etiquette?
- What equipment do I need?
- What is a typical workout?
- How do I use a pace clock?
- How do I learn the four strokes?
- Yards and meters
- <u>Lingo you're likely to hear at practice</u>





### Fitness Swimmers

- Majority of membership consider themselves as a noncompetitive/fitness swimmer
- Fitness swimmers (and even triathletes) don't want to be disrespected because they have different goals than the competitive swimmer
- Many fitness swimmers are look for support and services that clubs/USMS already offers but they are unaware of it





### 18 – 24 Year-olds

- College Club swimmers
- Home for the summer swimmers
- Fresh out of college swimmers
- What are they looking for?
  - Inexpensive
  - Friends
  - •A JOB/Internship





# Become a Certified Masters Swimming Coach

- Learn the basics on USMS insurance
- Learn how USMS can be a resource to your club
- Learn the latest in stroke technique
- Learn how to make coaching a business
- Receive sponsor discounts
- Add a credential to your name





# What can you do for your LMSC or Program?



## Speak to your members

- Social Media for local programs
  - Facebook
  - Twitter
- E-newsletters for LMSCs
  - Constant Contact
  - iContact
  - Benchmark Email
  - Pinpointe



### Communicate.

### Your Timeline can tell a story



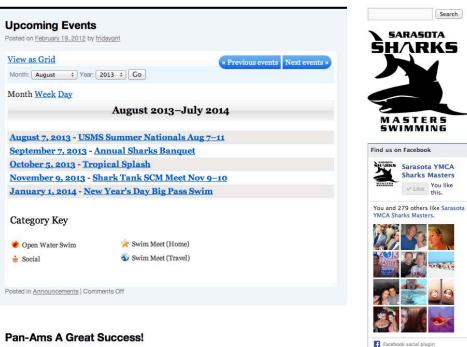
U.S. MASTERS SWIMMING

### Club website

### Sarasota YMCA Sharks Masters Swimming

Swim with Sharks







U.S. MASTERS SWIMMING

### **Generate Buzz**

- Local sponsors
- Local swim shop/triathlon shop
- Local Doctors' offices
- Fundraisers
- Press Releases





### Press Release

- Send it to the right target market
- Research their submission policies
- Use photos or videos to help
- Make it a newsworthy story
- Use correct grammar and spelling
- Put in all the relevant information







# Use your resources



### **The National Office**

•Kyle Deery •<u>Marketing@usms.org</u> • 941-556-6274

### Home For Volunteers National Office

National Office Staff-Meet Kyle Deery

U.S. Masters Swimming - 655 North Tamiami Trail Sarasota, FL 34236 Phone: 941-256-USMS (8767) or 800-550-SWIM (7946) toll free. Fax: (941)556-7946



Club Development Team
Membership Directors
LMSC Directors





Email: marketing@usms.org Click to view USMS profile

### Kyle Deery, Marketing Coordinator

Kyle manages USMS sponsor relationships, including existing sponsors and new partner relationships. He also manages USMS marketing initiatives, administers various membership services, and serves as the advertising director for <u>SWIMMER</u> <u>magazine</u>.

A college swimmer and Olympic Trials qualifier, Kyle graduated from the <u>University</u> of <u>Florida</u> with a bachelor of science degree in advertising with a specialization in sports management. He worked with the Student-Athlete Advisory Committee on marketing efforts to increase awareness of sporting events on campus. After graduation, he worked for the <u>UF Athletic Association</u> as a marketing assistant, where he conducted research and created new marketing initiatives and helped implement them on a local and regional level. Before he arrived at USMS, he also worked at a marketing and advertising service for local restaurants in Gainesville, Fla.

Both of Kyle's siblings were also college swimmers, and the entire family has a passion for both swimming and the Olympics—they attended the 2008 and 2012 Olympic Games together. He still occasionally competes in USMS events and has completed Levels 1 and 2 of the <u>USMS Coach Certification</u> course.

### **Your Teammates**





### **Questions?**

