

# First Time Group Leader Kit

As a group leader, you could ski or snowboard for FREE!

When you organize a group of 20 or more people to purchase a 2019/20 season pass, each group member receives access to discounted rates and you get a FREE pass of equivalent value!

For example, you organize 20 people to buy full privilege passes and you get to ski or board for FREE all season. If your group consists of people with many different interests, you receive a product worth the average price of your groups purchase. The 21st free pass is based upon the average of the products purchased or approximately 5% of the total of your group's value

To set up an online account, you must sign up a minimum of 20 people (not including yourself) to purchase a season pass. Once your sign-up sheet is submitted, your account will be activated and a login password will be emailed to you and your group members to purchase online.

How to set up your online account:

1. Download the Group sign-up sheet on page 2
2. Sign up a minimum of 20 people to purchase a season pass. Your group can include family, friends, co-workers etc.
3. Your sign up form must include your name and email address, a group name (Max 9 letters or easily abbreviated) and the names and email addresses of your group members.
4. Submit your completed sign-up form to the Group Sales office via email to [groupsales@cypressmountain.com](mailto:groupsales@cypressmountain.com)
5. Once received, your online account will be activated and your online username and password will be emailed out to you and your group members.
6. Group members can login to purchase their season pass at the discounted rates.

The Deadline to purchase a Season Pass at Group rates is October 4, 2019

### Group Leader FAQ's

- **How do I get the free pass?**
  - The Group Leader credit is calculated as 5% of your group's total sales. This credit is applied to the season pass choice of the group leader. The Group Leader only earns the 5% credit when a minimum of 20 passes are purchased. The more people that purchase as part of your group, the more credit you earn! The Group Leader credit will be applied after the sales deadline, so don't purchase your group leader pass online.
- **Can I share the Group Leader Credit?**
  - Yes! If you have enough credit to cover the cost of 2 or more passes, you can share that with family/friends. Passes that have already been purchased **cannot** be refunded in lieu of credit. So the credit can only be shared with someone who has not yet purchased their pass.
- **Who can join my group?**
  - Anyone! Your group can include family, friend, co-workers, friends of co-workers etc.
- **Does everyone in my group have to purchase the same pass?**
  - No! Everyone in your group can purchase the season pass of their choice. Groups can also be a mix of Downhill and Nordic passes.
- **Someone in my group does not have a credit card. How can they pay?**
  - Passes can be purchased by cheque or cash, however the payments still must be collected by the group leader and submitted to the Group Sales office. The pass purchaser must fill out a season pass application form and submit that along with their payment to the Group Leader. The Group Leader must submit all pass purchases to the Group Sales office by the sales deadline. Group members cannot directly pay for their passes to the Group Sales office, all pass purchases must be submitted via the group leader. **Cash/Cheque payments with applications must be submitted no later than 1pm on Oct 4<sup>th</sup>.**
- **Do we get a larger discount if the group is much more than 20 people?**
  - There is no additional discount to the season passes, however the more people that purchase a season pass as part of your group, the more Group Leader credit you earn. The additional credit can be used towards a season pass for your family or friends.
- **What happens if my group is less than 20 people?**
  - Only groups of 20 or more are eligible for the group discount on their season passes, so it's up to the Group Leader to follow up with their group members and make sure they go online to purchase their season pass prior to the sales deadline. The Group Leader will also not earn any group leader credit if the group does not meet the 20 person minimum.

Have more questions?

Contact the Group Sales office via email: [groupsales@cypressmountain.com](mailto:groupsales@cypressmountain.com) or phone 604.913.6712

