



Promoter Packet

2016 - 2017 SEASON





Thank you for partnering with AVPNext for the 2016-2017 season!

We are excited to work with you to grow the program and offer the countless amateur players opportunities to play against top competition and begin their path of becoming an AVP pro player.

The goal of AVPNext is to connect the pipeline from juniors up to the pro level and to help furnish the next generation of beach super stars. This would not be possible without your collaboration and we are grateful for the opportunity to work together for this year and hopefully years to come.

About AVPNext

AVPNext is the official developmental program of the AVP Pro Beach Volleyball Tour.

It serves as the exclusive “qualification circuit” for elite amateur players to earn AVP qualification points, a national ranking and entry into AVP main draws.

AVPNext is now a year-round program that will offer more than 80 competitions in 40 cities nationwide beginning in October and wrapping up in August.

Players who participate in AVPNext events have an opportunity to earn professional points and a national ranking from the U.S. domestic Tour.

Additionally, one men’s and one women’s team will receive the ultimate prize, a Wild Card berth into the main draw of the most prestigious beach volleyball tournament in the country, the 2017 AVP Manhattan Beach Open.



AVP Membership

The AVPNext program, like the other AVP developmental platforms, is membership-based and offers a variety of benefits to players. By signing up for an AVP membership, players are eligible to compete in **ANY** AVPFirst, AVPNext and AVP Tour competition nationwide. This offers players numerous opportunities to test their skills against other elite amateur players.

Additionally, players will receive AVP points and a national ranking from the U.S. domestic Tour. These will help players establish a concrete idea of where they stack up against the best players in the country.

Finally, players are able to receive a 20% discount to the AVP merchandise store both online at www.avpshop.com and on site at 2017 AVP events. They can also receive 20% off premium tickets to AVP events (where applicable). Membership for 2017 costs \$20 and is good until September 30th.





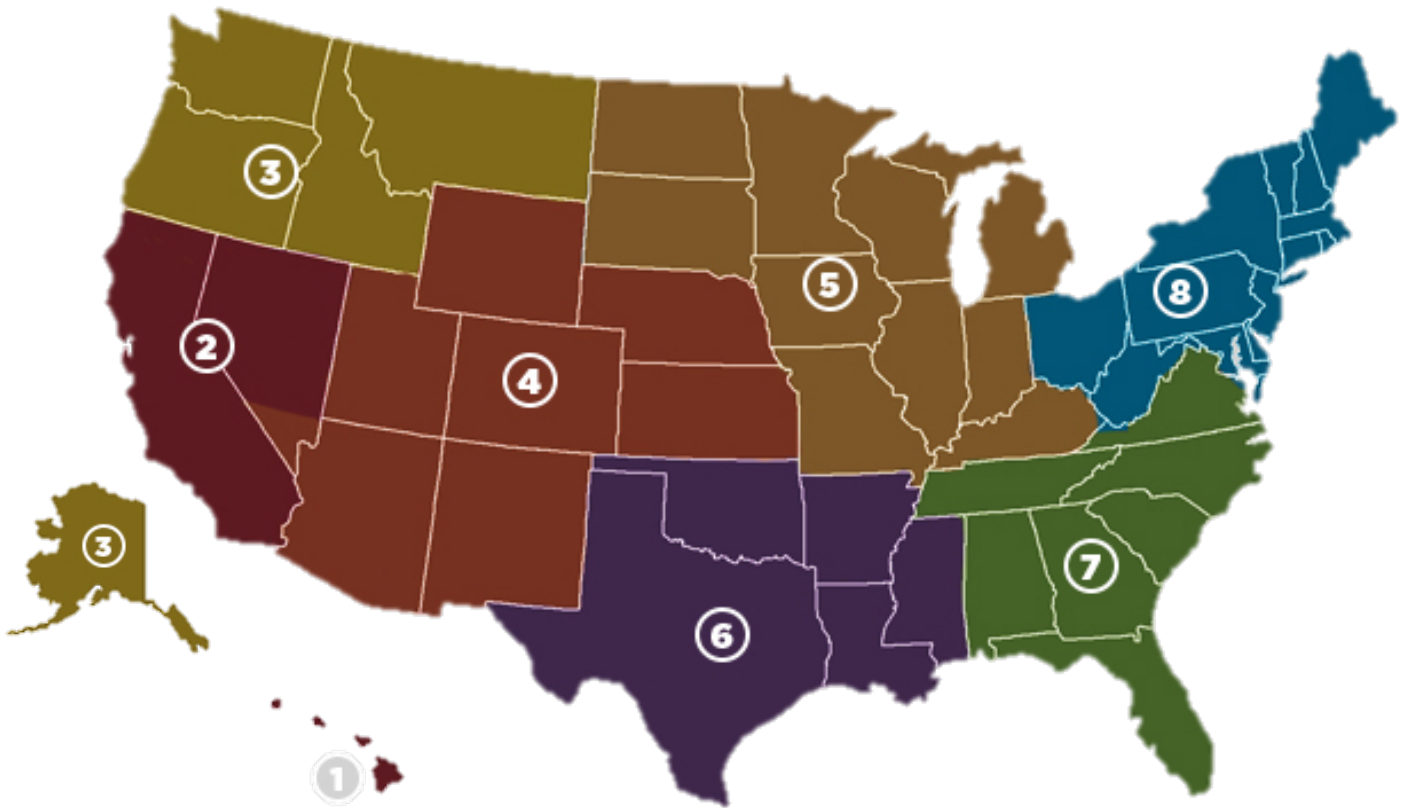
How It Works

We have split the country up into eight zones. Within each zone, at least five events are designated as “AVPNext certified.” Players will need to register to be AVP members prior to competing in any AVPNext certified event. By registering for the AVP membership, players are eligible to play in any AVPNext certified event nationwide.

Players competing in certified events gather AVP points and battle for the opportunity to represent the zone in the main draw of the 2017 Manhattan Beach Open. To give themselves the best chance at earning the bid to Manhattan Beach, players should plan on playing with the same partner for as many events in their zone as possible. The bid will be awarded to the **TEAM** that performs the best through a zone’s series of events.

The team awarded the bid will receive a travel stipend of \$400 per person to assist with the costs associated with traveling to and participating in the main draw of the Manhattan Beach Open. Additionally, all players will receive guaranteed prize money for being in the main draw.

AVPNext Zones



Zone 1: Hawaii

Zone 2: Pacific

Zone 3: Northwest

Zone 4: Mountain West

Zone 5: Midwest

Zone 6: South

Zone 7: Southeast

Zone 8: Atlantic



We have compiled the following list of frequently asked questions and answers regarding AVPNext, membership, competition, etc. Please refer to the answers to these questions if you are approached by an AVPNext player or potential participant. If you are ever in a situation where you feel you are unable to correctly answer a question regarding AVPNext, please refer the person to avpnext@avp.com.

1. What is AVPNext?

- AVPNext is the official developmental program of the AVP Pro Beach Volleyball Tour and serves as the exclusive “qualification circuit” for elite amateur players to earn AVP qualification points, a national ranking and entry into AVP main draws.

2. How do I play?

- Sign up as an AVP member at <http://avpnext.avp.com/Default.aspx>. Your membership makes you eligible to play in any AVPNext certified tournament nationwide.
- After you sign up, find out which zone you live in on the AVPNext website and see the schedule of tournaments within your zone. By competing in your zone’s events, you become eligible to play for the bid for entry into the 2017 AVP Manhattan Beach Open.
- For each AVPNext certified event you play in, regardless of zone, you earn AVP pro points based on your finish. These help you when you enter to play in an AVP Tour event.

FAQS (cont.)

3. Where can I play?

- Members are eligible to play in any tournament in any zone.
- Your best shot to compete for the bid to the 2017 AVP Manhattan Beach Open is to play in as many events within your zone as possible. The team that does the best throughout a zone's series of events is then awarded the bid to Manhattan Beach.

4. What are the benefits of being an AVP member?

- AVP benefits include:
 - Ability to compete in any 2016-2017 AVPNext-certified event (over 80 events nation-wide)
 - 20% discount to use at the AVP Online Store (www.avpshop.com) or the AVP Shop on site at any of the 2017 AVP Tour events
 - 20% discount for general admission tickets bought online for any of the 2017 AVP Tour events

5. What are the requirements for playing in an AVPNext event?

- You must be at least 13 years old (at the time of competition)
 - You are eligible to play in a tournament on the date of your 13th birthday

6. What makes AVPNext different from other similar organizations?

- AVPNext is the exclusive circuit for earning professional points and a national ranking from the U.S. domestic Tour.
- It serves as the pipeline for amateur players to compete in high level tournaments within their zone and work their way up to becoming a professional beach volleyball player.

7. If I'm a high-school or college student-athlete, can I play?

- Yes! As long as you are 13 years old or above and a registered AVP member, you are eligible to play in any AVPNext event.
- In order to make sure you comply with all protocols regarding amateur status, check with your coach or compliance officer before signing up for any event.

FAQS (cont.)

8. How do I win my zone's bid to play in the AVP Manhattan Beach Open?

- The bid will be awarded to the TEAM with the best finishes throughout their zone's events
 - In order to optimize your chances, you should plan to play with the same partner for each event within a zone
 - If you switch partners, you will begin to accumulate new team zonal point totals with your new partner
- Zonal point cumulative totals will be based on our 80% rule
 - The 80% rule takes a team's best finishes for roughly 80% of the events within a zone.
 - Example: If you play in a zone that has ten AVPNext-certified events, the bid will be awarded to the team that has the best eight out of ten team finishes. If a team plays in eight or less of the ten AVPNext certified events, then all team finishes count.
 - Exception: In zones that have more than 10 events, the team with the best eight finishes as a team will win the bid.

9. How long is my AVP membership good for?

- Your AVP membership is good until September 30th and is good for 1 year.
- You will need to renew your membership on October 1st each year.

10. If I participate in AVPNext, am I still eligible to play in AVPFirst events, AVP Tour events or other beach volleyball competitions?

- Yes! You are still eligible to compete in other beach volleyball competitions.



Contact



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Point Scales & Definitions

AVP Points System		
AVP Tour Finish	AVPNext Finish	Team Points
1		750
2		640
3		540
5		450
7		370
9		300
13		240
17	1	190
19	2	170
21	3	150
25	5	120
-1	7	100
-2	9	82
-3	13	66
-4	17	52
-5	25	40
-6	-1	30
-7	-2	22
-8	-3	16
-9	-4	12
-10	-5	10

The AVP Point System is the universal system used for all AVP events including AVPNext competitions.

Points will be awarded individually following **every** AVPNext event based on the team's finish.

If a team finishes first in an AVPNext event, it is the points equivalent to a 17th place finish at an AVP event. The team that won the AVPNext event will be awarded 190 points (95 points per player).

These points help players immediately and will boost their seed when they enter in AVP events.

In 2017, the AVP Tour will be using a player's best four finishes within the last 5 AVP Tour stops played - including AVPNext - to determine main draw entry and seed.

Point Scales & Definitions

AVPNext Zonal Series Points System

AVPNext Finish	Team Points
1	74
2	64
3	54
5	44
7	36
9	30
13	24
17	18
19	16
21	14
25	12
-1	10
-2	8
-3	6
-4	5
-5	4
-6	3
-7	2
-8	1
-9	1
-10	1

The AVPNext Zonal Series Points System is used to determine which team receives a zone's bid to the 2017 Manhattan Beach Open.

This standardized system will allow players to easily determine where they sit in the standings for their zone.

The points will be given out after every event in each zone.

These points are earned by a **team** so if a player decides to switch partners, they will start over in the zone standings and begin to accumulate points based on their new team finishes.

It is beneficial for players to commit to playing in all AVPNext events in a zone with the same partner.

Point Scales & Definitions

Counted Finishes Per Zonal Events

Number of AVPNext Events	Number of best finishes used (80%)
5	4
6	5
7	6
8	6
9	7
10	8
11+	8

In an effort to create an even playing field for the players, the bid to Manhattan Beach will be based on 80% of a team's finishes in the zonal series. This allows a team to miss a couple events (weddings, birthdays, other obligations) depending on the number of AVPNext events in their zone.

For example, if a zone has five AVPNext events, a team that competes in all five events will have their best four finishes used towards their bid qualification. If a team competes in four or less events in the zone, then all finishes will count.

The chart above illustrates how many finishes will count for a team based on the number of AVPNext events within a zone.

Competition Scenarios

The following protocols have been established by the AVP to create a unifying resolution in the event that a situation arises with the team that wins their zone's bid to compete in the Manhattan Beach Open.

In the event that a team wins the Wild Card bid but:

- Both members of the winning team decline the bid...
 - the Zone then forfeits its wild card berth into the main draw of the Manhattan Beach Open
- One member of the winning team cannot accept the bid because one teammate cannot attend...
 - the remaining player can then replace their teammate with another series participant that has played in at least 80% of the zonal series
- One member of the winning team gets injured and cannot compete....
 - The healthy teammate can replace the injured player with another series participant that has played in at least 80% of the zonal series
- One member of the winning team is a current NCAA student-athlete....
 - The team retains their bid, however the NCAA student-athlete must pay for his/her own way to Southern California to compete in the Manhattan Beach Open. NCAA compliance will further advise expense reporting.
 - If the student-athlete chooses not to accept the bid, the teammate can choose to compete with another series participant that has played in least 80% of the zonal series.

Code of Conduct

By partnering with AVPNNext, you are acting as an extension of not only AVPNNext but also the AVP. The integrity of both brands must always be maintained at the highest of levels.

The following Code of Conduct sets forth expectations for this season.

As a promoter, you must:

- Act in a professional manner at all times
- Refrain from communicating negatively about players, other AVPNNext promoters/organizations and the AVP
 - This includes verbal, written and electronic communication
 - This includes social media posts on personal accounts
- **NOT** participate in AVPNNext events run by you/your organization
- Bring any competition discrepancies to AVP Director of Sport and Competition, Jeff Conover, for resolution
- Follow all competition protocols set forth by AVPNNext
- Send/upload tournament results within 24 hours after the completion of the tournament
- Accurately communicate benefits of participating in the AVPNNext program
- Bring any disputes or discrepancies with players, other promoters, etc. to AVPNNext Manager, for resolution
- Comply with media requests set forth by the AVP public relations agency

Website & Social Media

Website

There is an AVPNext tab available through AVP.com.

The AVPNext site will house all information about AVPNext as well as the rankings for AVP points and zonal points.

This will allow players to easily see where they're at in the standings.

Social Media

AVPNext will continue to use its Facebook, Twitter and Instagram pages in 2017.

We will continue to publicize all of our promoter partners as well as players on social media outlets and additionally do cross-promotion on the AVP social media accounts.



www.avpnext.avp.com



facebook.com/avpnext



twitter.com/avpnext



instagram.com/avpnext



If you have any questions regarding the content in this packet or about the AVPNext program, please contact AVP via phone **949-679-3599** or email **AVPNext@avp.com**.

