



Tyler Stoczynski
Highlands Senior High School
1500 Pacific Avenue

Natrona Heights, PA 15065-2099

Coach,

On behalf of KSA Events, I would like to take this opportunity to cordially invite Highlands Senior High School to participate in KSA Events Classic Basketball Tournament held at the ESPN Wide World of Sports Complex in December of 2016. We are very excited you are thinking about joining us this year as we expect it to be our biggest and best tournament yet! High School is so short and before you even realize it; it's over. For some of your players, this might be their last season of Basketball.

Our purpose at KSA Events is to promote education through athletics on three levels. First, the education of participation itself (teamwork, goal-setting, and sportsmanship); second, the experience of participating in a KSA sporting event (team travel, inter-state competition, and participation in world-class facilities); and third, the promotion of continuing education through the award of college scholarships (promoting off the field success in all realms of personal development).

Our Event Travel Packages include everything you need for an easy and successful trip:

- Competition at a World Class Facility
- ESPN Wide World of Sports complex admission
- Hotel Accommodations and Walt Disney World Theme Park Tickets
- Guaranteed minimum of 3 games (more or less available based on your schedule), JV Games Available as Well!
- Competing Teams From Across the Country & Canada
- Multiple Levels of Competition from Re-Building to Competitive
- Coaches Comps and Much More...

By taking your team on the road, you are allowing them to experience a truly unique opportunity. Exposing your team to a whole new world of responsibility and competition is sure to develop lifelong skills proving the educational benefits of sports.

KSA Events is here to make the experience happen for you. We take care of everything and are dedicated to making it stress free for you to travel! From fundraising plans to group airfare to fan packages to meal plans, KSA Events is your One Stop Shopping for everything! Each step of the way, we are there to assist you! I know this season is incredibly important for you! I truly believe that by attending our Event your players will return to finish their season with memories that will make this season unlike any other.

Keep in mind that these proposals are fully customizable and can be formatted to best fit your team's goals both on and off the court! The final price will be based on your customized package! Please look them over and give me a call so that we can talk about how to make this a possibility for your team! I really hope that we can make this happen and that we will see you and your team at the 2016 KSA Events Classic Basketball Tournament!

We look forward to seeing you and your team at one of our Basketball Events this year!

Sincerely,
Katie Dull
Basketball Sales Manager
Katie@KSAEvents.net
800.813.7193 x 3106 (office)
407.716.2618 (cell)



Highlands Senior High School

2016 KSA Events Classic Basketball Tournament

SAMPLE PROPOSAL

LAND ONLY

Wednesday, December 14th, 2016 – Sunday, December 18th, 2016

KSA Events Basketball Inclusions (Included with \$500 Team Tournament Fee):

- Official Commemorative KSA Keepsake per participant (1)
- Tournament Trophies (For Each Bracket Finalist & MVP Medal)
- Game Officials, Scorekeepers, Trainers, and Game Balls
- Admission to the KSA Events 2015 Holiday Basketball Tournament at *ESPN Wide World of Sports Complex*
 - *Tournament Entry Fee is an additional \$500 and will be added to your invoice*

Accommodations:

- (4) Nights Accommodations at a Disney *Value* Resort or a Disney *Moderate* Resort

Transportation:

- Airport Transfers to and from The Orlando International Airport (MCO)
- KSA Events Private Transportation to and from all Tournament Games
- KSA Events Private Transportation to and from KSA Events Exclusive Character Breakfast with Mickey and Minnie
- Disney Shuttle Service to and from Walt Disney World Theme Parks

Admissions:

- Four Day Magic Your Way Park Hopper Pass including Admission to: Magic Kingdom, Epcot, Disney's Hollywood Studios, Disney's Animal Kingdom
- Admission to the Exclusive KSA Events Character Breakfast with Mickey and Minnie
- Awards Ceremony for each Bracket (Including Team Plaque and Team MVP Medals)

KSA Meal Plan:

- Breakfast Vouchers for use at the Resort (3)
- Buffet Breakfast at the exclusive KSA Events Character Breakfast with Mickey and Minnie (1)
- Dinner Meal Vouchers for use at the Theme Parks (4)
- Refillable Souvenir Mug for use at the Resort (1)

Other Special Inclusions:

- One Complimentary Package for Every Twenty Full Paying Passengers
 - KSA Events Representative to Assist Your Group with all trip Components
 - All Taxes and Gratuities
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Value Resort Cost Per Person

Quad Occupancy (4 per room): \$999
Triple Occupancy (3 per room): \$1069
Double Occupancy (2 per room): \$1199
Single Occupancy (1 per room): \$1599

Moderate Resort Cost Per Person

Quad Occupancy (4 per room): \$1079
Triple Occupancy (3 per room): \$1169
Double Occupancy (2 per room): \$1359
Single Occupancy (1 per room): \$1919



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2016 KSA Events Classic Basketball Tournament

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LAND ONLY

Wednesday, December 14th, 2016 – Sunday, December 18th, 2016

Wednesday, December 14th, 2016

- Arrival in Sunny Warm Orlando
- Transfer to Resort for Registration and Orientation
- Visit Epcot, Magic Kingdom, Disney's Hollywood Studios, or Disney's Animal Kingdom
- Dinner in Park with Meal Voucher
- Room Check and Lights Out

Thursday, December 15th, 2016

- Transfer on KSA Events Private Transportation to ***KSA Events Exclusive Character Breakfast with Mickey and Minnie***
 - Enjoy a delicious breakfast buffet and don't forget to get your team photos with Mickey, Minnie, and all their friends!!!
- **Round 1 of the 2016 KSA Events Classic Basketball Tournament**
- Visit Epcot, Magic Kingdom, Disney's Hollywood Studios, or Disney's Animal Kingdom
- Dinner in the Park with a Meal Voucher
- Room Check and Lights Out

Friday, December 16th, 2016

- Breakfast at the Resort with a Meal Voucher
- Transfer on KSA Events Private Transportation to Disney's ESPN Wide World of Sports Complex
- **Round 2 of the 2016 KSA Events Classic Basketball Tournament**
- Visit Epcot, Magic Kingdom, Disney's Hollywood Studios, or Disney's Animal Kingdom
- Dinner in the Park with a Meal Voucher
- Room Check and Lights Out

Saturday, December 17th, 2016

- Breakfast at the Resort with a Meal Voucher
- Transfer on KSA Events Private Transportation to Disney's ESPN Wide World of Sports Complex
- **Round 3 of the 2016 KSA Events Classic Basketball Tournament**
- Visit Epcot, Magic Kingdom, Disney's Hollywood Studios, or Disney's Animal Kingdom
- Dinner in the Park with a Meal Voucher
- Room Check and Lights Out

Sunday, December 18th, 2016

- Breakfast at Resort with Meal Voucher
- Check Out of Rooms
- Load the Buses and Depart for the Airport



Highlands Senior High School

2016 KSA Events Classic Basketball Tournament

SAMPLE PROPOSAL



Next Steps



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- ***Establish a Fundraising Plan***
 - 95% of our schools fundraise the entirety of their trips!! It is all about having a plan!!
 - Break the trip up into smaller payments, divide and conquer!
 - We can help! We can send you our fundraising booklet, links to fundraising websites, and provide sample formats for letters to local businesses as well as sample fundraising plans!!!
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- ***Set Up A Parent Meeting***
 - We can send you a PowerPoint Presentation, Sample Parent Packages, Student Commitment Forms, and several other materials that will make it very easy to present the trip to your parents!!!
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- ***Get Board Approval***
 - Have any other teams in your school traveled?? If so they may be familiar with the process at your school
 - Get on the agenda for your next school board meeting
 - If you need a letter of invitation or a description of our company just let us know and we can easily provide that as well as any other documentation you may need!
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- ***Send In Your Initial Documents***
 - ***Team Application:*** This will allow us to issue you a preliminary invoice as well as help us to bracket the team come tournament time
 - ***Airline Request Form:*** If the team is planning on flying this will give our air department an idea of where you would like to fly out of, what time of day you would like to leave, as well as how many seats they should be looking for
 - ***Parent Sign Up Sheet:*** This sheet will list the contact information for any families who may be interested in traveling with the team.
 - ***Team Travel Agreement:*** This document has to be signed by either your Principal or your AD. This will allow us to officially block resort rooms for your team

Remember We Are Here To Help You Every Step of The Way!!!