

Board of Governors Management Proposal

Subject	203-BG003 – MGMT Masterpoint Parity – Online and Face to Face
Issue	Improve Decision Making on Club Business Matters
Management Proposal	We move that: Any MP awards and club events offered online must be offered to face to face clubs at the same time (subject to differences allowed for time zones).
Material impacts	Online bridge demand makes reopening face to face bridge slower, more costly, and more difficult when more masterpoints can be earned for less money online.
Reasons	Face to face club owners want to reopen their clubs. Club players want to play face to face. No one wants to play in very small games. Competition with online bridge is already reducing the expected table counts where face to face clubs have reopened. Having online bridge reduce demand for face to face clubs is a cannibalization we do not want – face to face bridge offers social interaction players find important. The lack of face to face play is at the heart of the 3-5% decline in memberships.
Risks	We cannot afford to lose face to face clubs. We cannot afford to cause economic hardship or disincentive for face to face clubs. We cannot use online bridge to drive face to face bridge away.

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