

Guidelines for Conducting an Open House

Newport Harbor Lawn Bowling Club

July 24, 2007

Introduction:

This document is a summary of the Newport Harbor Lawn Bowling Club's (NHLBC) recent experiences in conducting Open Houses in 2006 and 2007. It is intended to be used as a guideline for any Lawn Bowling Club interested in organizing and conducting a similar Open House and should be customized to fit the individual needs of each club.

Our mission to increase membership at the NHLBC began in January 2006, when our new President, Ray Norris, formed a new membership committee. The members of the committee felt that if we were going to try to increase our membership substantially, we would have to target a younger group of potential members than what we had targeted in the past. In our case, the 40 to 60 year old population seemed to be our sweet spot, given the demographics of our area. We further surmised that if we were going to try to appeal to a younger generation, we would first have to upgrade our image as a lawn bowling organization, that is, reinvent ourselves. This included updating our publications, implementing current electronic communication practices and developing an Open House format consistent with the times. To say it simply, we felt we needed to reinvent ourselves as an organization and move into the 21st century.

Objectives & Results:

In summary, our club has grown from a club membership of 92 members at the start of 2006 to 190 members a year and a half later. There is no one single event or activity that we can attribute to our successes. Our success appears to be the result of the integrated impact of many changes plus the hard work of many of our members working together to accomplish our objectives. In 2006 we added 55 new members, retaining about 2/3 of them into 2007. Through July 2007, we have added an additional 73 new members.

To be more specific, NHLBC's primary objective was to increase our active membership using an open house format. As of this date, 37 people of the 175 people who attended our May 2007 Open House (OH) actually joined the NHLBC on "*the same day*" as the OH (21%). However, success can be measured in many different ways. At the NHLBC, we have chosen to look at a bigger picture by analyzing the increase in our total membership that includes not only the day of the OH, but the two month period following that event.

In 2007, a significant number of new members joined the club during the two months period immediately following the OH, in a time frame we now call the “residual period”. New members who joined during the residual period included people who attended the OH, but wanted to “think about it” before joining, many of whom did join our club within the following weeks. In addition, it also included friends, significant others and associates of mostly new members who were invited to attend special member/guest events in the weeks following the OH and also chose to join our club. As of this date in 2007, an additional 28 people joined the NHLBC during the “residual period”.

This meant that approximately 50% of the new members who actually joined our club during the first seven months of 2007 joined “*on the day*” of our OH (37 out of 73) and an additional 38% (28 out of 73) joined during the 2 month “residual period”.

In addition to the primary objective of trying to add new members to our club, we had had a secondary objective of trying to lower the average age of our membership by appealing to singles and couples in the 40 to 60 year old population, many of whom may have become empty nesters in recent times. This required the club to try to change the outside world’s perception of who we were by trying to appealing to a younger, more technology oriented age group. The following is a summary of our results to date:

2007 New Members:

Of the 175 guests who attended our OH in May 2007, a total of 65 new members actually joined our club during the open house or within 2 months of our OH. This number includes not only the 37 new members who joined and paid for their membership *on the day of OH*, but an additional 28 new members that joined within the 2 month period following the OH during the “residual period”. During the 4 months prior to our 2007 OH, we added 8 new members to the club, giving us a grand total of 73 new members to date.

Age Results:

Between our 2006 and 2007 OH’s, the age of *new members* joining our club has averaged 57 years old, reducing the overall average age of our total membership by about 10 years.

2007 OH Expenses:

A total of \$800 was spent for all banners, advertising, decorations, food and drinks for the 2007 OH. This was our total expense for hosting our 175 guests during the day of our OH, plus feeding 45 of our members working on that day. This does not include the cost of our new brochure, our web site, DVD or our new computer, printer and wireless equipment, much of which was donated.

Getting Ready:

Conducting a successful “membership recruiting” OH should not be taken lightly. While simple in theory, a lot of planning, hard work and attention to detail during the planning, execution and follow up phases of the event had a lot to do with our overall success.

Given that the final measure of success of any OH has to do with the number of new members joining the club, the following is a summary of what the NHLBC believes to be the correct sequence of eight key events that contributed to our recent successes:

- Technology Upgrades
- City Sponsorship
- Media Support
- Instructional DVD
- Keeping the Bowling Simple
- Free Pizza and Drinks
- Credit Card Membership
- Mentor and Follow up Program

Web Site Development: The NHLBC felt that if we were going to appeal to the 40 plus generation during our OH, it was first necessary for the club to move into some of the more current technology of the “21st Century”. This included upgrading our methods of communication and the creation of a club web site. Creating the web site was our first big technology advancement. After some refinements and tweaking, the web site has now become our primary method of communicating club information and upcoming events to most of our members. See www.newportharborlbc.com for details.

Internet access: In May of 2007, under the direction of some of our new members we added to our club house a desk top computer and printer with high speed access, as well as a wireless password protected “hot spot” for members wishing to use their personal wireless lap top computers at the club.

E-mail: In 2007, in lieu of the US mail, we started using e-mail as our main communication tool to about 75% of our membership. We still recognize and support the continuing need to mail our monthly newsletter “The Yellow Jacket” and other selected information, as not all of our membership has access to a computer. With time, we believe there will be less of a need for using the US mail to disseminate club information.

Club Brochure: In early 2006, we developed and printed a new, updated, colored glossy tri-fold brochure about lawn bowling at the NHLBC. This has been well received and has become one of several publications about lawn bowling and our club that is available for pick up during our OH's and on other occasions.

Instructional DVD: Under the direction and narration of club members, a three minute video summarizing the basics of lawn bowling was produced in early 2007. While straight forward in nature, this high quality, colored DVD quickly and simply displays the basic techniques of holding, aiming and delivering the bowl, as well as a few basic rules and general lawn bowling terms. Go to www.lawnbowlnow.com, and then click "Home" for viewing.

Master Schedule: The planning process for both the 2006 and 2007 OH's began about 3 months before each event. Once a date was established for the OH, solicitation of sponsorships and support from our local city agencies and newspapers became critical first steps. Once that was accomplished, the promotion, advertising and conducting the actual OH itself became somewhat straight forward tasks.

Following the OH, integrating new members into the club's activities becomes one of our top priorities, as well as trying to capitalize on the "residual period" immediately following each OH. In 2007, this included the implementation of a Mentors Program and sponsorship of two special new member/guest events quickly following the OH. The cycle time from the start of our planning activities to the completion of the 2 month residual period takes a total of about 5 months to complete.

Our Theme: In addition to calling our event an "Open House", we selected a theme that we have used consistently in all of our advertising and promotion during the past two years. We have used the phrase "Saturday on the Green" for use in all of our newspaper ads, banners and flyers regarding our OH's. We felt the words "Saturday on the Green" promoted the image of spending some time with us during that day as opposed to the words "Open House" which suggests a walk through event.

The Date: Timing is everything. We feel that scheduling our OH's on a Saturday is a better day than a Sunday and that having our OH's early in the spring of the year is a better choice than the summer or the fall. A spring OH gave us the opportunity to introduce our new members to the sport at the beginning of the "good weather" bowling season and allowed us to keep new members interested and involved during a longer period of time before the cooler weather months arrive. Our OH hours are from 10 AM to 3 PM and the peak attendance period is between 11 AM and 1:30 PM. The offer of a free pizza lunch may have accounted for some of the noontime peak in attendance, but that was OK, as long as they came and gave lawn bowling a try.

We conducted our 2006 OH in mid June. While the OH was successful (120 attendees and 16 new members that day) we found that mid June may have reduced our turnout, as we were in competition with several other community activities, as well as the start of the

summer vacation season. We also found that we were in competition with other organizations and community events seeking advertising space in our local newspapers during the June time period.

Subsequently, in 2007, we moved our OH date to mid May, and more specifically, we selected the Mother's Day weekend. Our rationale was that most mothers do not travel very far from their homes on Mother's Day weekends, as most children tend to visit their mothers at her home or go to a local restaurant on Mothers Day Sunday. We believe that Saturday on that weekend becomes somewhat of a "free day" that is available for other activities, like hopefully attending a Lawn Bowling OH with free pizza. Our results were that we increased our OH attendance by 45% by moving from the month of June to the Mother's Day weekend Saturday in early May.

City Sponsorship: The land and facilities of our club, like most lawn clubs, are owned by our city. In our case, the oversight of our operations falls under the City of Newport Beach's Recreation Department. In early 2006, we approached the Recreation Department and asked for their support and endorsement of our upcoming OH. We indicated we would like for the city to be a co-sponsor of our open house, since the sport and our facilities were for the benefit of all citizens and families living in the area. They were pleased to be included, but made it clear that we could not expect any financial support. For us, we felt the city's endorsement of our OH was more important than their money, as the city's name would add credibility and clout during our promotions and advertising efforts. Subsequently, the city logo and name was shown on all of our banners and promotional materials along side the club's name. As it turned out, this was a key step, as we had no "permitting" problems or other requirements from the city, as we were now under the umbrella of the City of Newport Beach and not just another group trying to promote our cause.

Media Support and Advertising: Armed now with our city as a co-sponsor, we then contacted the editor of our largest local daily newspaper. We told them the City of Newport Beach and the NHLBC would like their support in promoting this upcoming "free" Lawn Bowling OH for all citizens in the area, indicating that we were a non-profit organization with limited resources. The final result was they agreed to support our cause by running some ads for our upcoming OH on a "space available basis", and at no cost to the City or the NHLBC. All we had to do was to provide a ready-to-print ad and indicate in the ad that the advertising space was provided free by the newspaper, a win-win situation for everybody involved.

At our request, the newspaper started running our 5 by 8 inch ad three weeks in advance of the OH and averaged a spot in the newspaper about every third day. The newspaper also had another section devoted to upcoming community events. Like most local publications, this was free to any organizations that provided the copy for printing. About one third of our OH attendees saw our ads in our local newspaper.

Banner Advertising: Between 2006 and 2007, we purchased two 3 foot by 8 foot professional banners advertising our event and placed them in strategic locations on the

edge of our city owned lawn bowling club property. In our case, they were placed about 10 feet above the ground on a busy street adjacent to our property 3 weeks before the OH. To maximize visibility, we used small red, white and blue advertising flags to highlight the banners and adjacent fence. Like all of our ads, we used the headline of “Saturday on the Green” along with the date, times and the words “Free Pizza and Lessons” on the banners. These are reusable banners that require only a date change from year to year. About 30% of our OH attendees saw the banners when either walking or driving past the club. They cost was about \$150 each plus \$25 each time we change a date.

Flyer Advertising: We printed several hundred 8 ½ by 11 inch colored flyers for handouts to friends and relatives. In some cases, we placed them on community bulletin boards and in the windows of local shops and restaurants. We also distributed flyers to some local apartment complexes. Our printing costs have been free, due to the generosity of some of our member’s employers located in the area. The distribution of our flyers to one near by apartment complex produced several new members in 2007.

Word of Mouth and Web Site Advertising: While all advertising efforts contributed to our attendance, word of mouth seems to work the best. About 35% of our OH attendees heard about the upcoming OH from a club member, friend, associate or relative and decided to attend. This “networking” became even more important during the weeks following the OH. Also, several of our OH guests said they saw our ad on either the city’s web site or our club web site.

Organize the Troops: We assigned all of the members who would be available to help during the OH to specific positions and tasks well in advance of the OH. This included tasks such as greeters, registration, instruction, kid’s activities, membership, ambassadors, food and drinks, photography, set up and clean up.

We assigned some members specific tasks of setting up the greens, music and DVD systems, decorations, chairs and tables, directional signs for parking and photo displays on the morning of the OH. In our case, we posted all of the positions and tasks where we needed help and asked the members to indicate their preferences of assignments.

The Open House:

The NHLBC aspires to make the day of our OH a colorful, festive and fun affair for all attending. This includes not only colorful flags, balloons and decorations, but background music and the video about lawn bowling. Our objective is to provide a good first impression as well as a good first time lawn bowling experience for all who attend.

For some, the draw of free pizza and drinks may be the reason they decide to attend. Regardless of their motivation, we want to make sure that all of our guests have a fun day and a good lawn bowling experience.

Setup: Everybody who helps during the OH is asked to arrive one or two hours prior to the start of the day's event to help set up. The basic setup tasks include:

- Colorful balloons, streamers, umbrellas and shade covers
- Background music
- Instructional 3 minute Lawn Bowling DVD
- Setting up all rinks with bowls, pre set mats and jacks
- Registration table
- Club information table
- Food and drink tables with colorful, disposal table cloths
- Morning snacks of Danish, coffee and OJ
- Ordering and delivery of pizzas for lunch
- Afternoon snacks of chips, salsa and pretzels
- An area for all beverage services
- Chairs and tables

The following is a summary of several key positions that are staffed by our club members, and are shown in the sequence that a typical guest would experience each of these events during their visit to our OH:

Greeters: Several of our members function as greeters. As soon as a guest arrives, they are welcomed by one of our greeters who guide them through the first few steps of the OH before meeting their instructor. They are first taken by the greeter to the registration table, then next inside our club house to view our 3 minute DVD on lawn bowling, offered a drink or snack and then escorted to a rink where they are introduced to their instructor. As the move through the first few steps, the greeter tells them a little bit about the history of our club, our diverse membership and in general tries to makes them feel welcome and comfortable. The greeter would normally be with a small group of 3 or 4 guests no more than 15 minutes before being introduced to an instructor.

Registration: Two members normally staff the registration desk. The main task at the registration desk is to write their first name on a stick-on name badge with a number corresponding to their registration information. The basic registration information we attempt to collect from each guest is their full name, the city where they live, how they heard about the open house and a contact number such as an e mail address or telephone number. We tell each guest that their name will be automatically entered into a drawing and they may receive a free BBQ and bowling lessons for 10 of their guests if their name is drawn. I most cases, this encourages them to give us this information.

In the past, we have been asking each guest to write this basic information down on a form, but in many cases, they either skipped some of the questions or we could not read their handwriting. In the future, we are considering having the registration table people enter this information into a lap top computer as they speak to minimize this problem.

Viewing Instructional DVD: Before taking our guests to a green for instruction, we take them into the club house and ask them to view the DVD on the basic principles of lawn bowling as they enjoy a snack or drink. This three minute DVD has been well received and can be reviewed by going to www.lawnbowlnow.com, then click “Home” on the main screen to view the video. DVD’s are available.

Basic Instruction: Keep it simple! During the OH, we preset both the mat and the jack during all basic instruction and we try to organize our guests into small groups of 4 to 6 guests per instructor. After the instructor goes over the basics of actually holding and delivering the bowl, each guest will normally roll 4 ends. Following that, if the instructor feels that some or all of the guests would benefit by actually playing some more ends, the instructor would recommend that they play a short game of another 4 ends with some of our other guests. Once the basic instruction or an actual game has been completed, the instructor thanks them for their attendance and recommends that in addition to some food and beverage, they may wish to visit the Club Information table.

Pizza and Drinks: We elected to have pizzas as our primary food during the OH. Pizza is a well know food and is enjoyed by virtuously all of our guests. Pizzas are also inexpensive and are easy to vary in quantities based upon the number of guests arriving at any point in time during the day. In our case, we ordered pizzas from one of our local pizza chains for delivery every hour starting at 11:30 AM. We ordered a variety of one topping, medium sized pizzas at a special volume discount price of \$5 each. Pizzas are placed on a long buffet type table for our guests to eat anytime they may wish. In 2007, we consumed 32 pizzas. Drinks (bottled water, soft drinks and beer) are available through out the day. Again, we set up a special area for all drinks which was staffed by one of our members acting as a host.

Kids Area: A small percentage of our guests do bring their entire family, including small children, to our OH’s. To allow their parents to have a better experience and enjoy their visit, we set up a children’s area with games and snacks suitable for young people under the age of 10. This is supervised by a male and female club member and takes place on one of our isolated rinks. The children are led in games involving child sized bowls and prizes. In most cases, we try to arrange to have their parents receive their basic instruction on a rink located next to or near their children.

Club Information: Most of our guests stay at our OH for approximately 2 hours. Our ultimate goal is to have each of our guests visit the club information table before they leave. This is where they can pick up general information about lawn bowling and our club, ask questions about membership and more specifically, join our club if they are so inclined. We prepared in advance, a small sign showing the normal cost of annual membership and “Today’s Special” if they join during the OH.

We also have a simple, one sided application form for them to complete if they choose to join that day. To encourage them to join that day, we offer a special discounted, all inclusive membership fee good for the rest of the current year.

Credit Card Membership: In 2007, we arranged for a 30 day credit card account via PayPal that turned out to be a huge success. 80% of the 37 people who joined the club on the day of the OH used some type of credit card. We felt this was a very important step in getting people to sign up on the spot, as most people today do not carry a lot of cash or a check book. While we pay a fee of about 3% for each new member who used a credit card, our pay back in terms of new members joining the club that day was unprecedented. See pages 11 for additional information. A copy of our credit card processing form is the last page of this document.

Roaming Ambassadors: The position of Ambassador involves 3 or 4 of our key members who had no other specific assignment other than to make sure things are moving smoothly for our guests. If an ambassador sees a bottle neck in the flow, such as a shortage of greeters or instructors, they would pitch in and help as needed. As guests view the 3 minute DVD, the ambassador alerts a free instructor that a greeter will be bringing a new group of guests immediately following the viewing of the DVD. If they notice guests sitting around by themselves, they engage them in conversation about our club, our membership diversity and our sport.

If they had already received instruction, the ambassador would suggest they have a drink, some pizza or visit the Club Information table before departing, if they have not already done so.

Newspaper Reporter: We always invite the newspapers who support our events to consider coming to our OH and writing a story about what they see. We have been very successful the last two years in having some great follow up articles published about our OH, our sport and the guests who attend. (See www.newportharborlbc.com, click “In the News”, then “May 13 and 16”).

After the Open House:

Following our OH's, we continue to try to capitalize on the momentum generated during the OH to gain more new members. This is when interest and enthusiasm about our club and lawn bowling are running high, as we have already received some good press about our OH. We attempt to capitalize on this publicity by promoting some additional member/guest functions designed to bring in new members.

But before we do that, we first direct our attention to our new members that joined our club during the OH by assigning them a mentor. In some cases, a mentor was assigned three or four new members to mentor, but not all at the same time.

Mentor Program: We have found that it's easier to retain an current member than it is to recruit a new one. It is our belief that membership retention is the key to our long term membership success. In January 2007, NHLBC implemented a Mentors Program designed to integrate all new members into our club's daily activities as soon as possible. We started initially by hand picking 25 of our senior members who were willing to act as mentors during the upcoming year.

As soon as a new member joins our club, they are assigned a person from our mentor's list to act as the new member's initial point of contact. These two people meet at the club as soon as possible, review the various protocols of the club and practice some basic bowling skills. We upgraded our New Member Information Packet, which is given to each new member by their mentor and is reviewed in detail during their first meeting. Inside the packet is a welcome letter from our President, a key to our facilities, several items of information regarding the rules and regulations of lawn bowling, a club pin and club patches, a membership card as well as a Mentor's Check List. The mentor's check list is a series of important items that the mentor reviews with the new member about the club house and basic bowling protocols.

Our initial objective is to have the new member and mentor meet and bowl together two or three times early in their membership. Ideally, within a few weeks, the new member begins to feels comfortable with our routines and will begin visiting the club on their own on a regular basis without their mentor.

Member-Guest BBQ: Within 3 or 4 weeks following the OH, our club hosts a BBQ with simplified bowling in which all members, new and old, are encouraged to bring guests who are not yet a member of our club. These guests may have been people who attended the OH but have not yet joined or friends and acquaintances of either a new or old member. As an incentive for members to invite a guest, the BBQ dinner is free for all guests and their sponsoring member. In 2007, we had almost 80 attendees.

Welcome New Member BBQ: Within 6 or 7 weeks of the OH, the club sponsors a BBQ in recognition of all new member who joined the club during the year. Again, we encourage both new and old members to bring a friend, a non member spouse, etc. and experience some social bowling, good food and fun.

Open House Flow of Guests

Greeters:

- Welcome guest at Club entrance
- Tell guest about Club (size, city owned, membership operated)
- Greeter takes guest to Registration Table

Registration:

- Obtain name and contact information
- Ask where they heard about OH
- Give guest a name tag
- Greeter takes guest to view DVD

Instructional DVD:

- Have guests view 3 minute DVD on LB basics
- Answer questions
- Offer drinks/snacks
- Greeter introduces guest to instructor

Basic Skills Instruction:

- Instructor shows how to hold, aim and deliver bowl
- Roll 4 to 6 ends with preset jacks and mats
- Use only basic rules and simple scoring
- Guide guest to Club Information Table

Club Information:

- Give guest club brochure and other LB handouts
- Answer questions about club, membership and fees
- Offer OH discount membership and credit card payment
- Offer guest membership application
- Guide to food and drink area

MENTOR'S CHECK LIST

The following is offered as a *guide* to assist a mentor in transitioning a new member into our club and bowling activities as quickly as possible:

SUGGESTED SCHEDULE

1. Talk to new member *ASAP* by telephone, ideally during their first week.
2. Do a "walk through" of the club, give key and club brochure *ASAP*.
3. Set up a "bowling date" with new member *ASAP*.
4. Bowl as a Vice on the same team as new member a least *every other week*.
5. Introduce to other members and officers.
6. Encourage new member to attend upcoming bowling and social functions.
7. On average, mentoring should take about 6 weeks.

"WALK THROUGH" OF CLUB HOUSE

1. Give/explain the contents of the Club Information Packet.
2. Give/demonstrate the use of the Club House and gate key.
3. Explain the proper securing of all door, windows and gates.
4. Ask to turn off the heat, TV and all lights when last to leave.
5. Offer a locker in the locker room. (See Tom H. for lock and key).
6. Show location of bowls. Suggest proper size to get started.
7. Explain the purchase of drinks from the refrigerator.
8. Explain the food storage problem and procedures (Mice).
9. Show/explain the location of kitchen items and cleaning supplies.
10. Explain the disposal of trash in containers and garbage bins outside gate.
11. Show location of storage room in the club house for chairs, equipment, etc.
12. Explain/show the location and content of the 2 bulletin boards.
13. Show/explain monthly schedules and events (The Yellow Jacket).
14. Tell them about our web page (www.newportharborlbc.com).
15. Discuss the lack of a dress code, except for special events (Whites).
16. Explain the private use of the club by members and outside groups.

BOWLING

1. Explain the bowling call-in procedure and alternating green/rink use schedule.
2. Show/explain locations of green/rink equipment and proper storage of carts.
3. Explain the \$1.00 charge per day and show where to put the money.
4. Show the proper set up of bowling equipment on greens and rinks.
5. Explain the difference between singles, doubles, etc. and the number of bowls.
6. Explain the different positions (Lead, Vice, Skip) and their responsibilities.
7. Explain Mat positioning, Jack setting, Racking techniques and the Hammer.
8. Explain green courtesies when taking the mat and standing behind the head.
9. Explain measuring, scoring, score keeping and Skip hand signals.
10. Assist in the basics of holding, aiming and delivering the bowl.
11. Put in contact with other members for any special skills training, as necessary.

Accept Credit Cards at your Open House using PayPal

There are several steps to setting up and using PayPal. Try to set this up two weeks prior to your Open House, as it will take several days to be confirmed and activated.

- 1) Set up your account at www.paypal.com
- 2) Apply for PayPal's "Virtual Terminal" service
- 3) Verify your information. PayPal will deposit a small amount of money into the checking account that you give them. You need to confirm the amount of the deposit to verify that you have access to the checking account. Once the deposits are confirmed with PayPal, you are ready to accept credit cards. This is all done via email.
- 4) Enter your credit card charges into PayPal Virtual Terminal at any computer with internet access.
- 5) Transfer money collected from the credit card transactions into your bank account via PayPal website. The transfer can take place in approximately 3-5 days after you enter the credit card information in Virtual Terminal.
- 6) Cancel Virtual Terminal. Remember to wait and confirm that your \$30 dollar monthly fee has been paid to PayPal. The PayPal fee can take up to 30 days.

You will essentially be writing down credit card information from your new members, and then manually entering each new member's credit card information into the PayPal Virtual terminal. It's just like giving someone a credit card over the telephone. You don't need a credit card machine, just a computer with internet access.

PayPal Fees

Monthly Fees

There is a \$30.00 per month charge for Virtual Terminal with no setup fee. You can expect to have the account open for no more than two months.

Per Transaction Fees

From \$0.00 USD - \$3,000.00 USD per month, you will be charged 2.9% + \$0.30 USD on each transaction. So for a \$100.00 USD transaction you will be charged \$3.20 USD in fees.

We contacted PayPal customer support several times during this process via telephone. They are very helpful and informative. They will walk you through any problems you might have. PayPal Customer Support: 1-866-745-4036

"Saturday on the Green"

Lawn Bowling Open House

MAY 12

Couples, Singles & Families Welcome

Free lessons, pizza & beverages

10AM to 3PM

wear flat soled shoes

Newport Harbor Lawn Bowling Club

San Joaquin Hills Rd. & Crown Dr. North

Corona Del Mar (Near Roger's Gardens)

www.newportharborlbc.com



This FREE event is hosted by the City of Newport Beach Recreation Services Division and the Newport Harbor Lawn Bowling Club

949-230-1957

CREDIT CARD TRANSACTION

Amount

Description

Name on Credit Card

Billing Street Address

Billing City, State & Zip

- Visa
- MC
- Amex
- Discover

Credit Card Number

Expiration (MM/YY)

Security Code

Signature of Cardholder

Date

Need help with customizing your ad, setting up PayPal or simply have questions? Feel free to contact:

Myrna Chan & Len Cormier

949-903-0093

mclc@mac.com