

# Warrior Martial Arts

## Annual Price Review

### 2019



Dear Student/Parent,

We are writing to you in relation to our annual price review. As the new financial year begins in April of each year, we take this time to consider our current pricing structure, and where necessary introduce increases.

We are making our first price increase in over 3 years. These changes will come into effect from **April 1st 2019**. Full details of our new prices can be found on the reverse on this letter. In the interest of transparency we have included our reasoning for price increases below.

#### **Inflation Rate**

The National Inflation Rate means that the increases we have made this year barely fall above this marker. £35 in March 2019 is approximately equivalent to £32.71 in 2015.

#### **Increased Hall Costs**

WMA teaches out of three locations. We have seen increases to our hall charges at all three locations every year, and expect these increases to continue moving forward.

#### **Larger Timetable**

Every year WMA is offering more and more opportunities for students to train. In the past 3 years we have introduced a total of 6 new classes, and expanded our timetable across 6 days of the week. This not only increases the demand on our instructors, but effectively makes the option of training ‘unlimited’ cheaper.

#### **Investment in New Equipment**

80% of our sessions are taught on Tatami’s now. We have also invested in new Focus Mitts, Thai Shields and Kick Shields for students over the past year. We intend to continue to invest in our students training, with new Fitness Equipment coming soon.

#### **Our Family is Growing**

We are proud to say that at the time of this letter Warrior Martial Arts consists of over 200 actively training members. This has meant a large increase in the amount of administration and time we put into managing students/parents.

#### **Conclusion**

Our new prices still fall far below that of the National Average for Martial Arts Tuition. However, we truly believe that the service we offer is some of the best in the country. We hope that you continue your Martial Arts Journey with us. If you have any questions or concerns in regards to all of this, please get in touch via our contact details on the reverse of this letter.

Yours sincerely,

Asil 'Az' Miralay  
Head Instructor

## **New Prices for Warrior Martial Arts from April 2019**

### **Monthly Payment Plans**

Payment will be due at the start of each calendar month. Training cannot commence without payment in advance. Class fees are non-refundable regardless of attendance, you are paying to reserve your space in the class.

These are monthly subscriptions and therefore require one months notice for cancellation. Failure to attend a full month of classes may result in the loss of your space in class.

WMA will always try to support students through periods of absence due to injury or emergency where possible. We just ask that you communicate this to us at the time so we are aware of your absence.

Payments can be made via Cash, Bank Transfer or through our monthly Direct Debit system, managed by GoCardless. Please note, we no longer accept Cheques as a form of payment. We are working towards providing Card Payment Facilities in the near future.

### **Entry**

£35 Per Month - 1x a week - Fixed Classes (£8.40 per session)

### **Elite**

£45 Per Month - 2x a week - Fixed Classes (£5.40 per session)

### **Excellence**

£55 Per Month - 3x a week - Fixed Classes (£4.40 per session)

### **Unlimited**

£60 Per Month - Unlimited per week - Flexible Classes (as little as £2.50 per session)

### **Pay As You Go**

£15 Per Session - payable at start of class.

Due to most classes being close to capacity, PAYG students will need to message their instructor 24 hours before to confirm their attendance. Note that we cannot guarantee a space in class and highly recommend switching to a monthly payment plan.

### **Thursday Sparring Rounds**

Thursday Sparring Rounds will incur a £5 surcharge (Excluding Unlimited) on fee's.

Eg - Entry + Sparring = £40 Per Month

### **Family Discount**

Immediate family members training together will receive a 10% discount off their training fee. This discount does not extend beyond immediate family and payment must be made from a single account. If a family member discontinues training for any period of time, the single members fee's will return to normal price.

Eg - Entry x 2 Members = £70 - 10% = £63 Per Month

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