



Full Year Teams Frequently Asked Questions & Comparisons



Cheer Legendz Questions & Comparisons

Thank you for considering Cheer Legendz for your child in the 2018-2019 Competitive Season. We know that you have choices in Cheerleading and Dance, and we are honored to be considered as a choice for your child. In our 2018-2019 Team Handbook, we provided an outline about the practice policies, time and financial commitments of being a member of a Cheer Legendz competitive team. The idea behind this guide is to answer questions that we get frequently and to address (and correct) the rumors that surface from time to time.

This guide, along with our 2018-2019 Team Handbook, should answer most of your questions about how our program operates. However, if we do not answer all of your questions please call us at (636) 536-2800 or email us at CheerLegendz@aol.com. We will be happy to help you.

Section 1: Fees and Costs Comparisons

We hear frequently that people hear that Cheer Legendz is more expensive than other cheerleading gyms. However, when we look at comparisons of total costs of the gyms in our area, Cheer Legendz is very competitive with costs ~ we are often less expensive.

We know it is tempting to look only at the cost of monthly tuition but to accurately compare the total costs, all major fees should be compared. So we put together these tables so you can fill in the cost of other gyms to easily compare them to us.

This first table lists fees that we have finalized for the 2018-2019. These are not estimates ~ they are actual costs and they will not change.

Confirmed 2018-2019 Costs		
Cheer Legendz	Cheer Legendz 2018-2019 Annual Cost	Other Gym Cost
Cheerleading Level 1 Mini Annual Tuition	\$145 x 12 = \$1,740	
Cheerleading Level 1-5 Youth, Junior & Senior Annual Tuition	\$150 x 12 = \$1,800	
Hip Hop Dance Youth, Junior & Senior Annual Tuition	\$150 x 12 = \$1,800	
Try Out Fee	\$0	
“Quitting” Fee	\$0	
“Unexpected Expenses” Fees	\$0	
Booster Club “Opt Out” or “Joining” Fees	\$0	
Re-Choreography Fees	\$0 (included in choreography fee)	
Music Fees & Re-Mixing Fees	\$0 (included in choreography fee)	

This second table lists fees that we do not yet know the exact amount for the 2018-2019 season. Therefore, we have used the most reliable data we have ~ the actual amount we charged last season.

Actual Costs Last Season	
Annual Choreography Fee (one per season)	\$290
Cheerleading Competition Uniform (2 year uniform)	\$380
Hip Hop Dance Competition Uniform (1 year uniform – cost varies by team)	\$150-\$200
Cheerleading Competition Shoes	\$99
Hip Hop Dance Competition Shoes	\$80
Practice Clothes	\$100 (one set required)

The policies that surround these fees also matter a great deal to your budget. Each gym has a manner in which they charge, communicate, and collect their fees, some of which are more customer friendly than others. Here are some questions to ask to clarify the gym’s fees and payment policies, and a clarification of our policies.

Ala Carte or Block Charges

“*Ala Carte*” is a method by which a gym sets, charges, and collects individual fees one at a time. “*Block Pricing*” is a method by which a gym rolls up several fees and charges them in larger, less frequent lump sums. There are advantages and disadvantages to both methods.

The *Ala Carte* method involves more frequent fees in smaller amounts. Families’ find that they pay smaller amounts one fee at a time ~ a method that can be much friendlier to the family budget. *Ala Carte* also has the advantage of clarifying exactly what the fee is covering ~ you do not have to guess how much you are paying for each individual item ~ it is very clear. The disadvantage is that there are more fees to track ~ this requires more work on the part of the gym’s business office and you.

The *Block Fees* method is much easier to track and is popular among gyms because it is much less work for their business office staff ~ some gyms charge them as few as four times a year. A disadvantage is that multiple fees are rolled up into lump payments so the amount due can be quite large ~ it can be several hundred dollars, up to a couple of thousand of dollars, at a time. The timing of the block fees can also be a challenge when they are due during times in which the family budget is stretched ~ for example, during winter holidays or at the time of a competition that involve travel expenses. Another disadvantage is that it is often unclear exactly what you are paying for, and the amount that you are paying for it. Charging block fees is a method by which some gyms mask costs that are not explicitly explained to the parents.

Ask the gym(s) you are considering if they charge Block Fees or Ala Carte fees. If the gym charges Block Fees, are the components of the fee clearly defined? Do the costs of the individual components of the Block Fee add up to the total amount of the Block Fee? Are the Block Fees inflated and “padded” with unexplained fees?

Cheer Legendz Policy

We charge fees Ala Carte.

There are more fees to track, but you know exactly what the fee covers.

The fees are more frequent, but they are in smaller, more budget-friendly amounts.

Advanced Notice of Fees Including the Amount and the Due Date

At Cheer Legendz, we list all fees, and the amount that we expect to charge, in the Team Handbook that is published several weeks in advance of try-outs. As we progress through the season, we give notice of exact charges and due dates at approximately a month in advance. We develop and publish the Competition Schedule far in advance (in June or July) and list the fees and due dates associated with the competitions with it. Changes in the Competition Schedule are extremely rare (it has occurred only twice in our 11 year history), so additional, unexpected fees do not occur during the season.

Ask the gym(s) you are considering if their fees are transparent or if they have unplanned, surprise fees throughout the season. If they do, ask for the amounts that parents paid for those unplanned fees in the preceding season.

Cheer Legendz Policy

We do not have “Unexpected Expenses” or other surprise fees ~ all fees are detailed in our Team Handbook.

Our Team Handbook is published months in advance of try-outs.

We give advanced notice of approximately a month of all fees.

We publish the Competition Schedule and the fees that go along with them several months in advance.

Integrity

One of the questions to ask the parents of the athletes who have competed with the gym in prior years is the manner in which the gym adheres to its published financial policies and fees. Did the parents find that fees were charged that were not listed in the Team Handbook? Did the parents find that the actual amount of the fees that were charged were significantly different from the amounts that were published? The key in this query is to ask parents *of your choosing*. It is not uncommon for some gyms to financially incent some parents to recruit athletes on the behalf of the gym. This financial arrangement may not be disclosed to you, and because of the financial benefits these parents receive, they may share only their positive experiences.

Cheer Legendz Policy

We do not charge fees that are not given in our Team Handbook.

The amount of the fees is within the range given in our Team Handbook.

Our lobby is open to visitors during team practices and prospective parents can choose any parent they wish to ask about our policies and our integrity in implementing them.

We do not provide incentives to our parents to recruit athletes nor dancers for our gym.

Choreography and Re-Choreography Fees

All gyms charge a Choreography Fee to pay the choreographers who develop the teams’ routines. Some gyms also charge additional “*Re-Choreography*” Fees throughout the season when the choreographer is brought back in to change or re-work the routine. The challenge with Re-Choreography Fees is that they are often unpredictable in timing and amount, and can be of significant size with an immediate due date. Be sure to ask the gym(s) you are considering if they charge Re-Choreography Fees. If they do, ask for the amounts and frequency of the fees in the last season so you can factor the fees into your decision.

Cheer Legendz Policy

We do not charge Re-Choreography Fees.

We charge one Choreography Fee that covers the entire season.

Music and Re-Mixing Fees

All gyms pay music mixers to develop the teams’ music that accompany the teams’ routines. Some gyms also charge additional “*Re-Mixing*” Fees throughout the season when the music mixer is asked change or re-work the music mix. Similar to Re-Choreography Fees, the challenge with Re-Mixing Fees is that they are often sudden with an immediate due date. Be sure to ask the gym(s) you are considering if they charge Re-Mixing Fees. If they do, ask for the amounts and frequency of the fees in the last season so you can factor the fees into your decision.

Cheer Legendz Policy

We do not charge a separate Music Fee ~ it is included in our Choreography Fee.

We do not charge Re-Mixing Fees.

Contracts

Gyms may require their families to sign a contract or agreement in order for an athlete to be permanently placed on a competitive team for the season. It is not uncommon for these contracts to be full of provisions that protect the gym with very few (if any) provisions to protect the athlete and their parents. The questions to ask the gym are: Is a contract required? If so, when is the deadline to sign the contract? How much time do you have to review and consider the contract before a signature is required? Do you have the opportunity to ask experienced parents if things change for the athlete after the contract is signed (such as the athlete being moved to another team)?

Cheer Legendz Policy

We do not require contracts.

Try Out Fee

Try Out fees are charged by some gyms at the time that the athletes come to the gym, meet the coaches, and be evaluated for a team. In short, the family is charged for considering being a customer of the gym.

Cheer Legendz Policy

We do not charge Try Out Fees.

Quitting Fee

A “Quitting Fee” can be a part of some gym’s contracts/agreements with their families. This fee is in place for the gym to collect funds in the event an athlete leaves a team before the conclusion of the competition season. The gym may charge the fee regardless of the reason for the athlete’s departure (whether the athlete was removed by the gym, departed because of an injury, or dissatisfaction with the program). Be sure to ask about these types of fees because they can be substantial ~ as much as \$500.00 or more.

Cheer Legendz Policy

We do not collect non-refundable deposits.

We do not charge a Quitting Fee.

Payment Method Flexibility

It is becoming increasingly popular for gyms to restrict their accepted payment to only one type. For example, a gym may require that all families pay via debit cards or direct bank account drafts. Or they may require cash for some services. This is an advantage to the gym in that it is a simple approach that greatly lessens the workload for the gym’s office staff. The disadvantage is that it seriously limits the families’ options for payment. For example, some families like to pay via credit cards that give rebates and rewards. These families receive a portion of the fee back that they can use to reduce travel costs.

Cheer Legendz Policy

We accept payments by cash, check, MasterCard, Visa, debit and credit.

Our families choose the method of payment they would like to use for all services.

Private Lesson Fees

It is a common practice in some gyms to require athletes to take private lessons to develop or perfect skills. This can be a hidden cost because this policy is often not mentioned in the gym’s Team Handbook, nor is it mentioned in parent meetings.

Cheer Legendz Policy

We do not require athletes to take private lessons.

Booster Club Fees

Other hidden fees that may not be disclosed in the Team Handbook are Booster Club fees. Some gyms require that all parents participate in the Booster Club or pay a “Buy-Out Fee” that releases them from their obligation to fundraise. Or a gym may require an “Earnest Fee” in which parents are charged to participate in the Booster Club to demonstrate their commitment to fundraising.

Cheer Legendz Policy

We have a vibrant, active Boosterz Club that welcomes all parents to participate in fundraising.

We do not require parents to participate in the Booster Club.

We do not charge a Buy-Out Fee for parents who do not wish to participate in the Booster Club.

We do not charge a Buy-In Fee for parents who do wish to participate in the Booster Club.

Practice Clothes

Most gyms, if not all, require that the athletes wear clothes to practice that must be purchased through the gym. Great questions to ask the gym are: If practice clothes are required, how many sets must be purchased? What is the cost of a full set? Do the practice clothes change each season, or can the practice gear be worn for more than one year?

Cheer Legendz Policy

We require practice clothes.

A new practice T shirt (cost = \$20) is required each season.

We require that only one set of practice clothes be purchased.

Flexibility with Travel Costs

Another cost that can be obscured until much later in the season is the traveling cost for out of town competitions. Some gyms require that you book and stay at the hotels that the gym chooses. This policy restricts the families' flexibility in choosing hotels that fit their needs and their budgets.

Cheer Legendz Policy

Our families book their own hotels for out-of-town competitions.

We do not require that our families to stay in hotels that we choose.

Our families have the ability to choose the hotel that best meets their needs and budget.

Please let us know if you have questions that are not answered, or if our information is unclear. We would be happy to talk to you!



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