

APPENDIX F

Signed Memorabilia & Speaking Engagements

You maybe approached by an organisation to make a speech about your experiences as a Deaflympian to motivate and educate the audience. For making this presentation, they may ask you “How much do you want?” or “What is your fee to speak?” Before answering, you must assess the possible amount they are expecting you to say. If you are unsure, ask them. Rates will differ due to public speaking experience, the profile of the person and the message or topic they are speaking about. I would suggest Deaflympians would consider a cost of between \$1000 and \$2000 for at least half an hour, but usually an hour. Higher profile Deaflympians, those that have possibly also competed at Olympic Games, Commonwealth Games, or hearing World Championships can maybe ask for more.

Similarly with items or belongings that you have signed and will be auctioned. You may be asked to provide something as a donation, or you may choose to charge for the organisation to auction the item. Again, before answering, you must assess the possible amount they are expecting you to say. If you are unsure, ask them. A good indication of what to charge can be made by visiting a Sports Memorabilia shop and see what things are selling for there. Find something similar to your item and take about 20% off that cost.

In both circumstances, you are using your profile as a Deaflympian to benefit. Being a Deaflympian has occurred with the assistance of DSA. Therefore, if you are intending to use *Signed Memorabilia or Speaking Engagements* as a method of revenue, DSA will accept the following terms of dividing the total income:

If the Australian Team coordinates the auction items (such as photos, clothing, etc) or the speaking engagement, then...

- Australian Team gets 60%
- The athlete/sport get 30%
- DSA get 10%

If the athlete or sport coordinates the auction items (such as photos, clothing, etc) or the speaking engagement, then...

- Australian Team gets 30%
- The athlete/sport get 60%
- DSA get 10%

Cost of any reasonable travel or accommodation will be split 50/50 between athlete/sport and Australian Team.

Communication

It is the responsibility of all to communicate.

Essentially if you want DSA to assist and give you money, then reciprocate the favour when you find your own speaking engagements or opportunities to sell signed memorabilia.

If DSA find out that you have not been communicating any arrangements to sell *Signed Memorabilia* or do *Speaking Engagements*, then it will not consider your athletes or sport when coordinating its own signed memorabilia or speaking engagements.