1.1 A Winning Concept

A. The FIVB

The FIVB is the international governing body for Volleyball and Beach Volleyball and handles the management and communication of the sport in all its forms throughout the world. Founded in Paris in 1947 by representatives of 11 countries, the FIVB headquarters remained in Paris under its founding President Mr. Paul Libaud until 1984, when the World Congress decided to move the FIVB to Lausanne and elected President Dr. Rubén Acosta H. who remained in charge until August 24, 2008, when he handed over the Presidency to Mr. Wei Jizhong. At the 33rd World Congress held in Anaheim, USA, from the 19th to the 21st September 2012, Dr. Ary S. Graça F° was elected FIVB President marking the start of another chapter in the FIVB’s history. The FIVB is governed by its own Constitution and Regulations under Swiss law. The FIVB is an international non-governmental non-profit organization, composed of its affiliated NFs which have freely and voluntarily joined the FIVB in order to administer and govern worldwide the sport of Volleyball (including Beach Volleyball) and all of its disciplines for both male and female players. At the Continental level it operates through five Confederations while National Federations are responsible for Volleyball and Beach Volleyball in their respective countries. Continental Confederations, Councils and Commissions are supportive and complementary institutions accountable to the FIVB to fulfill their duties in accordance with the governing body’s regulations and decisions. The FIVB established Volleyball as one of the most popular sports in the world and implemented successful World Championships, World Cup, Regional Games and Olympic Games, raised the affiliated members to 154 National Volleyball Federations and added underage competitions. After Volleyball success at the Olympics in Los Angeles 1984, the FIVB began to develop Beach Volleyball introducing a professional approach in staging its events which led to a rapid increase of affiliated Federations to 207 in 1992 when it
B. The Game

Beach Volleyball is an Olympic discipline played outdoors, barefoot on a sand court with a ball, by teams of two people separated by a net. Beach Volleyball was born on the Southern California beaches in the late twenties and enjoyed a rapid international expansion thanks to FIVB development programs, committed partners, promoters, hosting National Volleyball Federations, Officials, and professional athletes, for the enjoyment of millions of fans and thousands of participating women’s and men’s players throughout the world. Beach Volleyball is an outstanding, entertaining, healthy and drug-free sport, attracting upwardly mobile, affluent and fashion conscious audiences oriented towards an active lifestyle. With its low cost to set up and play, it is ideal for development programs and ‘sport for all’ initiatives, as well as having an educational value being a non-contact sport, requiring an harmonious blend of body, will and mind – fitness, stamina, tactics and team play.

International Beach Volleyball competitions, including professional and non-professional Beach Volleyball tournaments, are exclusive properties of the FIVB, directly under its authority. These International Beach Volleyball events carry the power to generate sales and heighten brand awareness in the consumer-friendly youth market. Promoters, together with the National Federations, have an important role to play to ensure the proper promotion and organization of each event. For their part, the FIVB, the Confederations and the National Volleyball Federations are accountable for developing every year Beach Volleyball programs and activities in their respective territories (e.g. FIVB Beach Volleyball Continental Cup, U19, U21 and U23 World Championships, Intercontinental events, Continental Championships, National team programs, National Tours, registration of athletes, etc.) and to train local officials. The introduction of new rules (i.e. smaller court, rally scoring, net serve continuation, etc.) also launched the sport into a new era to make it more exciting than ever before, to maintain high spectators’ interest and to add a strong element of drama to this attractive and colorful game. Furthermore, the realization of a successful television, marketing and promotional campaign on a local and international level strongly contributed to increasing the exposure of the sport worldwide and developing a quality product. In 2012, TV distribution of the FIVB Beach Volleyball SWATCH WORLD TOUR Grand Slam and Open events reached 682 million households through 41 International Broadcasters in 171 territories across 5 continents.
C. Growth Plan

The FIVB’s main goal is to further develop Beach Volleyball through the implementation of a growth plan in order to guarantee top quality and to ensure a positive impact for the future.

The main goal of the Growth Plan is to increase the commercial value of the FIVB Beach Volleyball properties and to provide support to NFs and Promoters willing to develop their own properties with the aim to grow the sport at all levels and fulfill their respective budget requirements as well as provide a large exposure to the sport through all possible means such as new media, TV channels, new media, newspapers, magazines, etc.

The FIVB properties are a great opportunity for the organizers to implement a successful business plan and for National Volleyball Federations to increase the number of participants as well as have quickly excellent results at international level with their respective National Teams.

The main objectives of the Growth Plan are the following:

– Establish Beach Volleyball as the premier summer sport all over the world;
– Maintain Beach Volleyball as a primary sport at the Olympic Games;
– Strengthen the leadership of the FIVB aiming to stage first class events;
– Continue to develop the FIVB events in the FIVB event structure. Each event should be tied to the one above and/or to the one below in the structure, providing a tremendous and unique opportunity to promoters to grow further;
– Generate sponsorship opportunities internationally, nationally and locally;
– Increase media exposure worldwide through international TV Broadcasters, new media and printed media;
– Implement powerful worldwide partnership programs granting a Return of Investment to the hosting cities, sponsors, broadcasters, etc.;
– Develop through the Confederations and NFs successful events such as the Continental Beach Volleyball Cup, Continental Tours and National Tours/Championships respectively;
– Set up thousands of permanent courts in major resorts all over the world for the enjoyment of people of different races, religions, customs, etc.;
– Create concrete opportunities which can be exploited by the stakeholders through the implementation of events at all levels, team participation, sponsorship programs, media coverage, merchandising, video games, web site, etc.;

The aforementioned objectives contribute towards a powerful promotional & marketing action plan with the aim of increasing the FIVB ownership of the Beach Volleyball discipline worldwide.

For 2013 onwards, a new philosophy for the FIVB Beach Volleyball events structure has been devised to create a more sustainable, financially viable format for the organizers that will also provide more opportunities to athletes to play and to develop. Under this new event structure FIVB World Tour Grand Slam events will stay under the World Tour umbrella and will adopt the new title

Beach Volleyball events (2008-2012)
of FIVB Beach Volleyball World Tour Grand Slam. FIVB Open events will now be considered as separate from the World Tour and will operate under the title FIVB Beach Volleyball Open. The Senior World Championships will continue to take place every two years and the U19 and U21 World Championships (no longer called Youth and Junior) will continue to take place every year with the addition of the new U23 World Championships category. The number of FIVB Open events per year will be increased to provide lower-ranked athletes with more opportunities to compete, develop their technical level and gain FIVB World Ranking points. FIVB World Tour Grand Slam events will focus on providing opportunities to the higher-ranked athletes to compete at a high level against other top athletes encouraging the further growth and development of the technical level of those at the height of the game. This structure will be introduced from 2013 onwards and the FIVB looks forward to working with its Continental Confederations, National Federations, registered athletes and other stakeholders to go above and beyond the success of 2012, starting with the inclusion of one weekend per month in the Beach Volleyball calendar to allow for the implementation of Continental and National Tours.

Another successful year for Beach Volleyball despite other major sports events such as the London Olympic Games and the fact that FIVB World Championships take place every two years.
1.2 The Olympic Games

Beach Volleyball is a discipline fully recognized by the International Olympic Committee (IOC) and included in the Olympic programs due to its positive results in terms of participation, popularity, gender equality, distribution of medals, athlete welfare, low level impact on the environment, relatively low cost to set up a venue and universality. As a result, the most important media in the world and the millions of dedicated fans follow the Volleyball competitions all the way to the medal matches making it no surprise that Volleyball and Beach Volleyball have been among the best supported events at the Olympic Games. Tickets for the Beach Volleyball competition at the Atlanta Olympic Games in 1996, the first Olympics to include Beach Volleyball in the Olympic programme, were completely sold out and this success was repeated in the Olympic Games that followed including Sydney and Beijing where tickets were sold out months in advance.

At the 2008 Beijing Olympic Games, the Beach Volleyball competition was an unprecedented success with over 250,000 spectators and an estimated 1.3 billion viewers watching 19,376 hours of TV coverage worldwide.

The London Olympic Games followed on from this success with an average of 29.1 million viewers recorded by NBC for the women’s Gold medal match, the most-watched second Wednesday for any Summer Olympics since the 1976 Montreal Olympics and 17% higher than the comparable night at the Beijing Olympics.

Tickets for the Beach Volleyball matches became some of the most sought-after in the London Olympic Games – 379,764 spectators attended the matches at the historic location of the Horse Guards Parade (an average of 11,153 per session). This, combined with the enormous amount of media attention, made it the best Olympic Games yet for Beach Volleyball.

Based on the feedback from FIVB officials, the FIVB sent to the IOC the FIVB 2012 post-Games report and will revise the Olympic Games Technical requirements, the IOC Specific Competition Venue Requirements, and the Design Standards Guidelines in order to best implement all necessary improvements for the Olympic Beach Volleyball tournaments in Rio de Janeiro in 2016.

A. London 2012

The Beach Volleyball tournaments at the 2012 Olympic Games were held in the heart of London from the 28th of July until the 9th of August 2012.

The venue chosen for the Beach Volleyball competition was the iconic and spectacular location of the Horse Guards Parade, just a few minutes’ walk from tourist attractions such as Buckingham Palace and Downing Street. This historic location, usually used for ceremonial events such as Trooping the Colour and the change of the Queen’s Guards, St James Park situated just next to the venue, was the location for the adjacent venue facilities and the media lounge where Heroes statues were set up for the spectators to enjoy.

The venue capacity of 15,000 seats (an increase on the 12,000 seat capacity in Beijing) was sold out with Beach Volleyball tickets becoming some of the most sought after during the Olympic Games.

The 13 day long competition was the most successful Olympic competition in the history of Beach Volleyball with an unprecedented amount of media coverage, an extremely high technical level resulting in an outstanding and exciting level of play from the athletes. The competition also saw a revolutionary Sport Presentation programme with high quality dancing and music, as well as music concerts during the final match days.

The match schedule was split into 3 sessions (compared to 2 in Beijing) with 4 matches per session making for 108 matches and 34 sessions in total, a schedule that was designed to satisfy the needs of the TV rights holders but that also proved to be a popular solution for spectators.

Twenty four men’s teams and 24 women’s teams competed for the Olympic Bronze Silver and Gold Medals. Thanks to the inclusion of the FIVB Beach Volleyball Continental Cup and World Cup Olympic Qualification events in the Olympic Qualification System, National Federations that had previously never earned a place at the Olympic Games were able to qualify, for example Mauritius, and even won medals, for example Latvia.
The FIVB will discuss with the IOC the Qualification System for the Beach Volleyball Competition for Rio 2016 in the first quarter of 2013 and will communicate it to all NOCs once defined. A request will be passed to the IOC to increase the team quota for the Beach Volleyball competition at the Rio Olympic Games from 24 teams per gender to 32, a measure that the FIVB believes will help to increase the number of countries able to take part in this remarkable event.

The FIVB is looking forward to building on the success of the Olympic Games in London and believes that the popularity of the sport in Brazil will result in yet another spectacular and memorable event.

C. Nanjing Youth Olympic Games 2014

The 2014 Youth Olympic Games will be held in Nanjing, China. For the first time in history, the IOC has included the discipline of Beach Volleyball giving the chance to 144 Beach Volleyball players to participate (36 men and 36 women’s pairs). This inclusion is a great opportunity to further develop Beach Volleyball and to build a new generation for the future.

An open and fair universal qualification process, approved by the IOC, has been put in place for this unique event.

Quota (36 teams per gender):

- 6 teams per gender per Continental Confederation
- 1 host country team per gender
- 5 universality places per gender (decided by a YOG tripartite Commission)

The age limit of 15-18 years old, established by the FIVB, has been approved by the IOC. The athletes must be born between 01 January 1996 and 31 December 1999 to be eligible to participate in the 2014 YOG.

The schedule for the Beach Volleyball competition has tentatively been confirmed from the 17th until the 27th August 2014, with teams arriving to start training on the 14th August 2014.

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As part of the Olympic legacy plan 31 sand courts have been set up around London to enable the UK to use the success of the Olympic Games to continue to develop the sport of Beach Volleyball in the UK.

B. Rio de Janeiro 2016

The 2016 Olympic Games Beach Volleyball tournament will be held in Copacabana, Rio de Janeiro, the site of the FIVB Beach Volleyball World Championships in 1993 which were attended by IOC members and which subsequently lead the IOC to decide to include Beach Volleyball in the Olympic programme of the Atlanta Olympic Games in 1996.

The stadium will be set up at the Northern end of Copacabana Beach where the beach is of a sufficient width to accommodate the stadium. The organizers are hoping to design the venue in a similar way to the venue in London which was lower on one side to take advantage of the historical buildings behind. In this case, it will be the iconic Copacabana Beach and ocean.

The Beach Volleyball competition is scheduled to take place from the 7th to the 19th of August 2016 and will follow the same format as the schedule in London with 3 sessions a day and 4 matches per session.

The Rio Organizing Committee (ROCOC) have been given a copy of the Post-Games Report completed after the London Olympic Games to help with the organization of the competition for London and the FIVB will be working closely with the ROCOC team to assist with its organization.

The FIVB is looking forward to building on the success of the Olympic Games in London and believes that the popularity of the sport in Brazil will result in yet another spectacular and memorable event.

The Olympic Ranking was determined by taking a team’s best 12 results during the qualification period (1st January 2011 until 17th June 2012) at FIVB official Olympic qualification tournaments (i.e. FIVB SWATCH WORLD TOUR Grand Slam and Open, Continental Final, World Cup Olympic Qualification). A total of 2 teams per NOC were included in the Olympic Ranking. The Host Country was awarded one place per gender and the Universality principle was implemented through the Olympic Qualification formula and the inclusion of many more NOCs through the Continental Cup.

The medallists were as follows:

**Women:**
- Gold: May-Treanor/Walsh USA
- Silver: Kessy/Ross USA
- Bronze: Larissa/Juliana BRA

**Men:**
- Gold: Brink/Reckermann GER
- Silver: Emanuel/Alison BRA
- Bronze: Plavins/Smedins, J. LAT

As part of the Olympic legacy plan 31 sand courts have been set up around London to enable the UK to use the success of the Olympic Games to continue to develop the sport of Beach Volleyball in the UK.
1.3 FIVB Beach Volleyball Properties

A. FIVB Beach Volleyball World Championships

1. FIVB Beach Volleyball World Championships (Senior)

The FIVB Beach Volleyball World Championships (senior men and women's tournaments) are the blue-ribbon FIVB-sanctioned events currently promoted every two (odd) years. The first edition was organized in Brazil in 1987 and was exported in 1997 to the USA (UC Los Angeles), in 1999 to France (Marseille), in 2001 to Austria (Klagenfurt), in 2003 to Brazil again (Rio de Janeiro), in 2005 to Germany (Berlin), in 2007 to Gstaad (Switzerland), in 2009 to Stavanger (Norway), in 2011 to Rome (Italy) and in 2013 to Stare Jablonki (Poland). The 2015 FIVB Beach Volleyball World Championships will be held in The Netherlands with the competition being split for the first time between 4 host cities: The Hague, Amsterdam, Apeldoorn and Rotterdam.

Staged under the highest FIVB international standard guidelines these events are outstanding examples of international sporting skill, fitness and physical beauty, which come together to represent summer sun and fun, fabulous venues, and a highly desirable 21st Century lifestyle. The FIVB World Championships are highly attractive events that showcase in the same venue and period men and women’s sports stars competing for the coveted FIVB World Championships title and 1 million dollar Prize Money. The FIVB World Championships serve to continue the promotion of the sport between Olympic Games and to offer tremendous marketing and promotional opportunities to organizers and FIVB partners. Each FIVB World Championships day is usually broadcast by the Host Broadcaster and several International TV channels. While the participation of the best teams is compulsory, the universality principle is adhered to through the participation of players from all 5 continents.

These events allocate the highest Prize Money, Bonus Pool and FIVB World Ranking points to the best 48 participating teams per gender in the FIVB World Ranking. In addition, the FIVB World Championships preceding the Olympic Games are included in the Olympic qualification process allocating precious ranking points. Teams having sufficient entry points to enter in such an event must compulsorily take part in order to qualify for the FIVB Bonus Pool.

Excitement, entertainment, emotion and energy came together for the 2003 FIVB World Championships presented by Swatch held in the most magnificent location of Copacabana Beach in Rio de Janeiro, Brazil. This USD 800,000 Prize Money Event recorded more than 80,000 spectators on site, television coverage in more than 200 countries and welcomed 200 accredited media.

The 2005 SWATCH FIVB WORLD CHAMPIONSHIPS powered by Smart took place in Berlin from the 21st to the 26th of June and featured 48 men and 48 women’s teams from 5 continents. More than 80,000 spectators enjoyed exciting matches and a trade village set up in Schloßplatz. The event was one of the best ever in terms of Host Broadcaster, venue, men’s and women’s technical level, hotels, promotion and public relation plans, hospitality and VIP area, media services on site, press facilities, event entertainment, transportation, and so on.

The SWATCH FIVB WORLD CHAMPIONSHIPS held in Switzerland (Gstaad) from the 24th to the 29th of July 2007 distributed to the participating teams USD 1 million in Prize Money. This event for the first time was held in the spectacular Swiss mountains attracting over 100,000 spectators and recording sales of 35’000 tickets. This event lasting 6 days was remarkable for the total number of matches broadcasted in Switzerland (over 60 hours) and abroad (more than 200). The FIVB World Championships held in Norway (Stavanger) from the 25th June to the 5th of July 2009 distributed to the participating teams USD 1 million in Prize Money. The 2009 SWATCH FIVB WORLD CHAMPIONSHIPS presented by ConocoPhillips was marketed differently from the World Tour events, thanks to a dedicated promotional campaign and a unique competition format spread over 10 days with all matches taking place on only 3-4 official courts. For the first time, this event was held in a Scandinavian country and, also for the first time, the center court had a 4,000 seat bleacher floating in the sea making the total center court capacity of 7,700 spectators. 101,500 spectators attended the matches on center court throughout the tournament.
The 2011 edition of the FIVB SWATCH WORLD CHAMPIONSHIPS powered by Smart took place in the outstanding stadium of Foro Italico, Rome. 52 matches were produced in 16:9 HD over 7 days and these were shown in over 137 countries. This iconic location saw 192 athletes from 25 countries competing in a 10,000 seat stadium (centre court) for USD 1 million in Prize Money.

In 2013, the organizers of the FIVB Beach Volleyball World Championships will have the great responsibility of exceeding the outstanding results of the 2011 edition. This event will be held in Stare Jablonki located in the Mazury region of Poland from the 1st to the 7th of July 2013. The 2013 edition will be held in the spectacular location by Lake Szelag Maly where the successful FIVB Beach Volleyball World Tour Grand Slam event was staged in August 2012.

The hosting country of the 2015 FIVB Beach Volleyball World Championships will be the Netherlands as per the decision of the 2012 FIVB Board of Administration, while interested organizations interested in applying for the 2017 edition of the World Championships can send their application to the FIVB by the 31st August 2014.

B. FIVB Beach Volleyball World Tour Grand Slam & FIVB Beach Volleyball Open Events

The World Tour was first organized in 1989 with just three participating countries (Brazil, Japan and Italy). It is now in its 25th season and will be made up of 19 women’s events and 17 men’s events (including 11 FIVB World Tour Grand Slam). In 2012, the FIVB counted more than 628 active registered athletes from 5 continents with approximately 39 participating countries (women) and 43 participating countries (men), about 2161 matches and over USD 6 million in Prize Money and Bonus Pool. Since 1989 the FIVB included in its calendar close to 600 events including the FIVB Beach Volleyball World Championships and FIVB Beach Volleyball World Tour Grand Slam and FIVB Open events, while since 1992 it has allocated between the FIVB Bonus Pool (more than USD 46’963’000) and the Organizers’ Prize Money (USD 64’110’000) nearly 110 million US dollars (the above figures include the 2013 amounts and events).

The FIVB Beach Volleyball World Tour Grand Slam is an annual International Beach Volleyball tournament with men and women’s competitions sanctioned by the FIVB and promoted the FIVB and its organizers. Catering to a total of more than 500,000 annual on-site spectators, media and VIPs in specially selected venues and locations, the FIVB Beach Volleyball World Tour Grand Slam and FIVB Beach Volleyball Open events provide a highly attractive, complete sport and entertainment program that follows the calendar year. These events take place in some of the most spectacular venues in the world and range from ocean and lakeside sites, to mountain resorts and city center locations. The FIVB Beach Volleyball World Tour Grand Slam and FIVB Beach Volleyball Open events provide top quality, global visibility and exciting promotional opportunities that can be integrated into a long-term marketing plan. The highest ranked athletes take part in this unique and global property in order to qualify for all FIVB benefits. Below are listed the best teams in the FIVB World Ranking since 1989.

Season - Men’s World Ranking Champions
1989-90 - Sinjin Smith/Randy Stoklos, USA
1990-91 - Smith/Stoklos, USA
1991-92 - Smith/Stoklos, USA
1992-93 - Smith/Stoklos, USA
1993-94 - Franco Neto/Roberto Lopes, Brazil
1994-95 - Jan Kvalheim/Bjorn Maaseide, Norway
1995-96 - Franco/Roberto Lopes, Brazil
1996 - ZeMarco de Meo/Emanuel Rego, Brazil
1997 - ZeMarco/Emanuel, Brazil
1998 - Para Ferreira/Guilherme Marquez, Brazil
1999 - Emanuel/Jose Loloi, Brazil
2000 - ZeMarco/Ricardo Santos, Brazil
2001 - Emanuel/Tande Ramos, Brazil
2002 - Mariano Baracetti/Martin Conde, Argentina
2003 - Emanuel/Ricardo, Brazil
2004 - Emanuel/Ricardo, Brazil
2005 - Emanuel/Ricardo, Brazil
2006 - Emanuel/Ricardo, Brazil
2007 - Emanuel/Ricardo, Brazil
2008 - Harley/Pedro, Brazil
2009 - Reckermann/Brink, Germany
2010 - Rogers/Dalhausser, USA
2011 - Emanuel/Alison, Brazil
2012 - Gibb/Rosenthal, USA

Season - Women’s FIVB World Ranking Champions
1992-93 - Karolyn Kirby/Nancy Reno, USA
1993-94 - Kirby/Liz Masakayan, USA
1994-95 - Mônica Rodrigues/Adriana Samuel, Brazil
1995-96 - Sandra Pires/Jackie Silva, Brazil
1996 - Pires/Silva, Brazil
1997 - Sheida/Adriana Behar, Brazil
1998 - Sheida/Adriana Behar, Brazil
1999 - Sheida/Adriana Behar, Brazil
2000 - Sheida/Adriana Behar, Brazil
2001 - Sheida/Adriana Behar, Brazil
2002 - Misty May/Kerri Walsh, USA
2003 - Ana Paula/Pires, Brazil
2004 - Sheida/Adriana Behar, Brazil
2005 - Juliana/Larissa, Brazil
2006 - Juliana/Larissa, Brazil
2007 - Juliana/Larissa, Brazil
2008 - Ana Paula/Sheida, Brazil
2009 - Talita/Antonelli, Brazil
2010 - Juliana/Larissa, Brazil
2011 - Juliana/Larissa, Brazil
2012 - Juliana/Larissa, Brazil
The FIVB has implemented an open system of entry to enable the players of any level to register in its events. Moreover, the FIVB grants the players the right to choose the event in which they want to participate on the condition that their registration is made by their National Volleyball Federation and that the events they have chosen are authorized either by the National Volleyball Federations, by the Confederations concerned or by the FIVB in accordance with the FIVB regulations.

FIVB Beach Volleyball World Tour Grand Slam and FIVB Beach Volleyball Open events feature Beach Volleyball stars from the best men’s and women’s professional teams in the world thanks to the FIVB’s strategy to guarantee open participation linked to a merit based scale. Only teams made up of athletes of the same nationality can represent their respective countries at FIVB Beach Volleyball World Tour Grand Slam and FIVB Beach Volleyball Open events (as well as at any other FIVB events). Athletes earn FIVB World Ranking points, Prize Money and Bonus Pool credits at each FIVB Beach Volleyball event. At the end of the season, the team with the most FIVB World Ranking points receives from the FIVB the title of “FIVB World Ranking Champions”. The participating athletes and National Federations are required to sign a commitment in order to accept the rights and duties of all parties. The organizers are also required to sign with the FIVB a long term agreement in which all the most important elements of the organization, promotion and marketing of an event are included for their implementation.

The National Federations and/or the Promoters staging and promoting a Beach Volleyball event for the first time must first attend a successful event in order to benefit from the know-how of experienced organizers. For certain events the FIVB and the organizers may agree to involve a Beach Volleyball expert as consultant in critical areas such as venue construction, promotion, marketing, competition, broadcasting, etc. Every year new countries are deciding to be a part of these properties which have proven to be financially viable and some of the fastest growing events in the world.

Powerful international and national sponsorship programs are perfectly integrated respectively by the FIVB and local organizations aimed at attracting large audiences. While the FIVB is responsible for distributing and selling the television rights of each FIVB World Tour Grand Slam event internationally, local Organizers are requested to secure a major Host Broadcaster able to fulfill top class TV Production standards for their respective events. The FIVB officials also ensure the onsite implementation of the FIVB competition regulations. They have a very important task as they are required to supervise and, whenever necessary, assist the FIVB in implementing the Promoters and the terms of this Handbook.

FIVB Beach Volleyball World Tour Grand Slam events offer a chance to benefit from a very large integrated media and television plan with exceptional exposure and tremendously high commercial value. A team winning all FIVB World Tour Grand Slam events in a season will guarantee their place in the History of Beach Volleyball. Promoters of FIVB World Tour Grand Slams must thus attempt with their promotional and media activities to attract the broadest possible media coverage, including a higher level of promotion, television, and hospitality than at FIVB Beach Volleyball Open events. FIVB Beach Volleyball World Tour Grand Slam events also carry a different set of criteria and requirements for the Host Broadcaster, media, press facilities, look of the game, Prize Money, Bonus Pool, venue, facilities, organization of side events, ranking points, competition format and top ranked teams participation.

The FIVB Beach Volleyball Open events, organized as single or double gender events, provide tremendous opportunities to enhance hosting cities, sponsors, National Team programs and tourism programs. All FIVB World Championships and Grand Slam events semi-final and final games are distributed by the FIVB on a global scale. The FIVB is offering its Promoters the opportunity to sign an agreement for either one or two years, after which the organizational terms and conditions are likely to be changed.

For National Federations hosting an FIVB Beach Volleyball World Tour Grand Slam or FIVB Open event it is mandatory to organize during the year(s) of the agreement a National Tour with prize money and a National Team (Senior and Underage) programme.

1. FIVB Partners and Consultants
In 2013 Mikasa will remain the exclusive supplier for its product category (balls) and has renewed (until 2016) once more its long term commitment to find solutions to further improve the Beach Volleyball sport equipment.

A TV coordination and distribution plan will continue to be implemented by the FIVB and by IMG Worldwide in 2013 in order to further improve the great success seen in 2012. The Highlight Programs will be produced by IMG, a very experienced company that will package all the FIVB World Championships and Grand Slam events in several consecutive weekly shows featuring player profiles, the best moments of the final games, backstage stories, Beach Volleyball lessons and so on.

The FIVB may provide through TV Agency, IFM, the TV audience and TV exposure value for the FIVB Sponsors as well as the promoter’s title sponsor in selected key markets in the world.

Hutcheson Sand & Mixes has been an invaluable partner for the FIVB contributing to the drastic improvement of playing conditions through their work in partnership with organizers of FIVB Beach Volleyball events. It is now recommended by the FIVB that new promoters submit samples of the sand to be used at FIVB Beach Volleyball competitions to the Hutcheson Sand & Mixes laboratory so that it can be analyzed and the best sand for the competition courts found.
The FIVB will also continue its partnership with the United Nations, Global Sports Alliance (GSA) and the Ecoflag project linked to the United Nations environment program. Since 2002, this project has helped to raise environmental awareness through the sport of Beach Volleyball and has been welcomed by Beach Volleyball fans all around the world who can see the value of linking Beach Volleyball and sustainability. The FIVB SWATCH WORLD TOUR proudly flew the Ecoflag at each event, helping to promote a cleaner environment.

C. FIVB Beach Volleyball Underage World Championships

The FIVB Beach Volleyball Underage World Championships are annual combined men and women’s events. These events are staged in famous locations with the participation of young athletes (U19, U21 and U23) from all over the world. The best 32 men and the best 32 women’s teams in the Main Draw play for the crown of world champion for their age group and to determine the future generation of professional Beach Volleyball athletes. These events can be staged over five or six days. The winning teams for each gender at the FIVB Beach Volleyball Underage World Championships are awarded a Wild Card to take part in an FIVB Beach Volleyball Open event, as well as a free airplane ticket from the organizer of the Underage World Championships. The choice of event is made by reaching an agreement with all parties involved.

In 2013, the FIVB Beach Volleyball Underage World Championships for the U19 category will be held in Larnaka, Cyprus, from the 11th to the 14th of July 2013, for the U21 category will be held in Umag, Croatia, from the 20th to the 23rd of June 2013 and for the U23 category will be held in Myslowice, Poland, from the 6th to the 9th June 2013. The Underage World Championships have encouraged the development of youth tournaments on a Continental and National level and as a result have been an outstanding success, a fact demonstrated by the achievements of many of the participating young athletes that have gone on to win medals at FIVB World Tour Grand Slam and FIVB Open events, as well as at the Olympic Games. Starting from 2012, 6 teams per Continental Confederation (per gender) plus 2 Host Country teams were given the right to take part in the Main Draw tournament of these events. A qualification tournament may precede the Main Draw tournament in case of unused team quota from the Continental Confederations. The FIVB will supply, upon request, full information on the terms that will apply in order to stage this event in 2014 and onwards to interested National Federations and their promoters. The FIVB supports the organizers with a contribution to the costs of staging the event which will be paid upon fulfilling certain requirements.
In 2012, the three year Continental Cup reached its conclusion. This first edition was a great success and saw the participation of 143 National Federations in 71 tournaments organized in 5 continents by 54 National Federations, all with the relatively small investment from the FIVB. As part of the Olympic Qualification System for the XXX Olympic Games in London, one of the Continental Cup’s main achievements was the inclusion of many National Federations not only in the Continental Cup events but also, as a result, in FIVB SWATCH WORLD TOUR Grand Slam and Open events, as well as in the Olympic Games themselves, therefore fulfilling the Universality Principle of the IOC through the involvement of National Federations that may not otherwise have had a chance to participate. The FIVB is now looking forward to the next edition of the Continental Cup which will start in 2014 and will be part of the Olympic Qualification System for the 2016 Olympic Games in Rio de Janeiro, Brazil.

The Beach Volleyball World Cup Olympic Qualification event took place in Moscow, Russia, from the 28th June to the 1st of July 2012. This event followed the conclusion of the Continental Cup and provided additional opportunities to the two best countries per continent not yet qualified for a place at the 2012 Olympic Games through the Olympic Ranking or the Continental Cup a chance to compete at Olympic level. This was the first time an event of this nature had been included in the Olympic Qualification System and was heralded as a resounding success.

The FIVB World Cup Final will be held in Brazil from 29 May to 2 June 2013 (TBC) and will be the concluding event of the Continental Cup and Olympic Games to determine the overall champions. The participants will be the winning National Federations of each Continental Cup Final, the National Federations that qualified two teams in the Olympic Ranking, as well as the Olympic Gold medalist National Federations (if not already qualified, in which case the next highest ranked National Federation will qualify). Each National Federation will be represented by the best team in the National Ranking, or the in case of force majeure, the second best team. The competition will take place over 5 days and will be an exciting event to end two years of intense competition culminating in the 2012 Olympic Games in London.

In its daily operations, the FIVB Beach Volleyball Department is also responsible for developing and managing other events such as Challengers, Exhibitions and/or Country versus Country. These events provide the perfect platform for creating the next generation of sporting stars and personalities and for offering a wide range of marketing opportunities in countries interested in promoting Beach Volleyball but not yet ready to stage an FIVB World Tour Grand Slam or FIVB Open event.

Challenger events are part of the FIVB and Confederations’ successful development program which aims to provide countries with the opportunity to promote an Intercontinental event within a limited budget. Starting from 2009 the FIVB gave the opportunity to all Volleyball Confederations with a dedicated Beach Volleyball Department to be responsible for sanctioning Challenger events. From 2013 onwards, all Challenger events are under the jurisdiction of Continental Confederations and the FIVB no longer has any role in the organization of these events. However, the Continental Confederations must inform the FIVB about these events so that the information can be displayed on the FIVB website.
Challenger are included in the FIVB Official Beach Volleyball calendar and teams earn FIVB World Ranking points even though these events are held at National Level only. These events serve as a gateway for young and professional athletes wishing to develop their skills as a player and participate in major FIVB events. It also gives new promoters valuable experience in the organization of FIVB Beach Volleyball events which can help them to progress to the organization of events on an international level, such as FIVB Beach Volleyball World Tour Grand Slam and FIVB Beach Volleyball Open events and provide a platform for the training of new referees and the staging of Beach Volleyball International Candidate courses. Challenger events can be promoted in all countries, including those already hosting an FIVB Beach Volleyball World Tour Grand Slam or FIVB Beach Volleyball Open event, and can be staged as a single or double gender event. The FIVB and Continental Confederations concerned can supply full information about the organization of Challenger and Satellite events to interested National Federations and their promoters.

The FIVB will evaluate the option to sanction other types of events (for example, 4x4, Mixed, etc.) upon receiving a detailed proposal on their concept.

All the conditions, concessions, fees, etc., to stage Intercontinental Exhibitions and Country versus Country must be agreed and authorized by the FIVB beforehand. Interested promoters are asked to submit to the FIVB for approval a proposal relating to the event they wish to promote at least six months before the anticipated start of the competition through the appropriate form available on the web (BVB/04b).

The FIVB is also responsible for the homologation of Continental Championships sanctioned by the Continental Confederations, as well as for the homologation of the National Tours sanctioned by the affiliated National Volleyball Federations. Important National Tour and National Teams development programs and strategy will be implemented by the FIVB in the future, such as:

- Surveys to assess the Beach Volleyball activities of the affiliated National Federations and their respective promoters;
- The assignment of Beach Volleyball experts to provide their know-how in different areas at conditions to be agreed by the parties;
- The publication of guidelines for National Federations (level 1 and 2) to develop National Tours;
- The creation of FIVB and affiliated National Volleyball Federations initiatives to develop professional national tours and national team programs;
- The organization of seminars to inform each party on the most successful models to organize a National Tour as well as to implement surveys to assess relevant data on the status of the above events;
- The realization of software to run National events, registration of athletes, ranking, teams’ entry procedure, etc.
- The necessary support to help developing countries to put on air the World Tour TV properties for technical costs and shipment only;
- The presentation of a reward to the most successful National Federations and promoters of National Tours (the awarding ceremony to be financed by one or two sponsors);
- The recognition of permanent training centers to enable players to practice at very competitive level during a longer period of time;
- The assistance to potential interested organizers for the implementation of youth and school Beach Volleyball programs;
- Working closely with all multi-sports organizers of Olympic Games, Commonwealth Games, World Beach Games, Pan American Games, Francophone Games, Asian Games, Mediterranean Games, etc. to ensure the smooth running of their respective competitions.
F. FIVB Beach Volleyball E-book

The FIVB Beach Volleyball e-book is a user friendly and free of charge tool available since 2012 on the FIVB Beach Volleyball website. The e-book tool was created to fulfill a need identified by the FIVB Beach Volleyball Department and some of the FIVB’s affiliated members for a comprehensive and easy-to-use guide on the basics of Beach Volleyball. The tool compiles the most relevant information and expertise to help all interested parties wishing to implement a successful Beach Volleyball program.

In this web-based tool, you will find an extensive video gallery, pictures, graphs and diagrams as well as case studies focusing on assisting level 1 and 2 National Federations but not excluding all remaining National Volleyball Federations who may also benefit from the information contained within this guide. The e-book can also be used by athletes, coaches, promoters, media and partners.

The e-book is built on three (3) pillars, “How to organize”, “How to officiate”, “How to play”. Each of the e-book’s chapters will guide you through the main aspects of Beach Volleyball, give advice on how to organize a Beach Volleyball tournament, or provide know-how on the development and training of Beach Volleyball teams and officials.

You can access to the e-book through the FIVB Beach Volleyball website by clicking on the e-book button on the page below:

http://www.fivb.org/EN/BeachVolleyball
1.4 Confederations

The five FIVB-affiliated Volleyball Confederations (Asian Volleyball Confederation, Confédération Africaine de Volleyball, Confédération Européenne de Volleyball, Confederación Sudamericana de Voleibol, and Norceca Volleyball Confederation) are the governing bodies of Volleyball and Beach Volleyball for each continent and are under the authority of the FIVB. After the Congress and the Board of the FIVB, the Continental Confederations are the most representative institutions of the FIVB in their respective geographical areas. Each Continental Confederation is responsible for all Continental Volleyball activities including FIVB Beach Volleyball competitions, professional or amateur, as well as Beach Volleyball competitions sanctioned by the Confederation as part of its Continental Beach Volleyball official calendar, tour and tournaments in its own territory. The Confederations must follow FIVB guidelines and abide to the FIVB Rules and Regulations.

Starting from 2009 and onwards, Continental Confederations with a dedicated Beach Volleyball Department are in charge of Continental Cup and Challenger events and all promoters and National Federations interested in staging this type(s) of event should contact the Confederations concerned directly. Only players registered with National Federations affiliated to a Continental Confederation can take part in Challenger events hosted in the relevant Confederation territory. Further information can be found on the FIVB website: http://www.fivb.org.

1.5 National Volleyball Federations

The National Volleyball Federation is the governing body of Volleyball and Beach Volleyball in a given country or territory and is affiliated to the FIVB and its respective Continental Federation. As part of its responsibilities, the National Federations (NFs) should establish a Beach Volleyball Council, a National Tour, development programs for their National teams and officials, as well as organizing FIVB sanctioned Beach Volleyball events in their territory. The National Federation is responsible for all National Volleyball and Beach Volleyball competitions, professional or amateur, and those sanctioned by the National Federation as part of its official calendar, including tournaments forming part of its National Tour, Continental events and other FIVB Beach Volleyball tournaments taking place in its territory. The NFs are legally recognized as the sole entities qualified to administer and govern Volleyball in their respective countries or territories.

Each hosting National Federation of an FIVB Beach Volleyball World Tour Grand Slam or FIVB Beach Volleyball Open event and/or the FIVB Beach Volleyball Senior or Underage World Championships must appoint a representative to attend the annual FIVB Beach Volleyball Council meetings. National Federations are also responsible for the technical organization of the FIVB Beach Volleyball World Tour Grand Slam and FIVB Beach Volleyball Open events and the FIVB Beach Volleyball Senior and Underage World Championships (i.e. the National Federation must provide a competition manager, technical manager, referees, line judges, scorers, court personnel, etc.). The National Federation may act as promoter upon setting up a full time dedicated structure. In a situation where the National Volleyball Federation does not endorse a Promoter interested in organizing an FIVB Beach Volleyball event in its country, the FIVB may then decide to sign an agreement directly with the Promoter concerned. The National Federations must follow FIVB guidelines and abide by the FIVB Rules and Regulations.
1.6 FIVB Beach Volleyball Councils

In 2012, as a result of the new structure introduced by the FIVB, two Beach Volleyball Councils were created: the FIVB Beach Volleyball Council for World Tour Grand Slam/World Championships events and the FIVB Beach Volleyball Council for Open events.

The FIVB Board of Administration may delegate specific activities to the Beach Volleyball Councils (scheduled tentatively in October/November), such as the administration, management, and organization of FIVB Beach Volleyball World Tour Grand Slam events, FIVB Beach Volleyball Open events and the FIVB Beach Volleyball World Championships. These properties have been placed under the authority of the FIVB Beach Volleyball World Tour Council, its President Mr. V. H. Gonçalves de Araujo and its Secretary Mr. M. Wangler who are in charge of promoting Beach Volleyball worldwide and approving the regulations for the FIVB Beach Volleyball World Tour Grand Slam, FIVB Beach Volleyball World Championships and FIVB Beach Volleyball Open events.

The FIVB Beach Volleyball Council for World Tour Grand Slam/World Championships events is composed of the following members:

- President;
- Secretary;
- All National Federations hosting a World Tour Grand Slam/World Championships event in the following season(s) (Members);
- All Promoters of World Tour Grand Slam/World Championships events promoting an event in the following season(s);

In addition, the FIVB may invite representatives of TV and Marketing agencies, Broadcasters, FIVB Sponsors, press, members of the Medical Commission, etc.

The FIVB Beach Volleyball Council for Open events is composed of the following members:

- President;
- Secretary;
- All National Federations hosting an FIVB Open event in the following season(s) (Members);
- All Promoters of FIVB Open events promoting an event in the following season(s);

In addition, the FIVB may invite representatives of TV and Marketing agencies, Broadcasters, FIVB Sponsors, press, members of the Medical Commission, etc.

1.7 FIVB Beach Volleyball Commission

The FIVB Beach Volleyball Commission members meet at least once during a season or whenever deemed necessary by the FIVB. This commission aims to develop Beach Volleyball development programs worldwide outside of the FIVB Beach Volleyball World Championships, World Tour Grand Slam and FIVB Open events.

Proposals from the Beach Volleyball Commission which could potentially affect the affiliated National Volleyball Federations must be submitted to the Executive Committee, to the Board of Administration and eventually to the World Congress for approval. Proposals related to urgent matters may be submitted to the FIVB President for his approval. The outcome of these urgent submissions will not affect the Organizers’ budget, nor the commercialization rights included in the FIVB/NF-Promoter Agreement.

The FIVB Beach Volleyball Commission is scheduled tentatively in October/November and is composed of the following members:

- FIVB Beach Volleyball Commission President.
- FIVB Beach Volleyball Commission Secretary.
- National Federation advisor (appointed by the FIVB).
- FIVB Referee Commission member concerned.
- One (1) active men’s player representative (if possible elected every 2 years by all players during a major FIVB Beach Volleyball event, with a maximum of 2 candidates) democratically elected by the male Beach Volleyball athletes.
- One (1) active women’s player representative (if possible elected every 2 years by all players during a major FIVB event with a
maximum of 2 candidates) democratically elected by the female Beach Volleyball athletes.
– One (1) Promoter representative.
– Other advisors.
– The President of each Confederation and one (1) representative from each Confederation in charge of Beach Volleyball matters.

In addition, the FIVB may allow the participation of consultants in vital areas such as Host Broadcasting, TV distribution, press, medical, marketing, uniforms, etc. Each FIVB Commission will be complemented with Beach Volleyball experts appointed by the FIVB to discuss Beach Volleyball matters in coordination with the discipline of Volleyball.

1.8 FIVB Departments

A. TV and Marketing Department

The FIVB TV & Marketing Department is responsible for the strategy, development and implementation of all FIVB-driven television, marketing and commercial initiatives. The primary goal of the department is to "manage and enhance the commercial value and perception of volleyball as a whole worldwide." As such, the TV & Marketing Department has the ability to play a pivotal role in supporting the National Federations and volleyball & beach volleyball event organisers with their marketing and commercial programs, by offering tools, templates, and industry knowledge whenever possible.

The major activities that this department is responsible for include strategy development of television and marketing, negotiation and delivery of related rights, relationship management and servicing with broadcasting partners, sponsors and suppliers. The FIVB TV & Marketing Department is also responsible for the definition of television, marketing and commercial terms and conditions with event organizers, sponsors, suppliers, broadcasters, etc. including commercial rights packaging and sponsor category definition. As part of its role, the department leads market research, provides government relations support, management of FIVB brand and event marks, definition of "the volleyball experience", guidance related to revenue generation through ticket sales, hospitality, and merchandising, and management and implementation of the FIVB Heroes campaign, promoting the sport of volleyball worldwide.

The FIVB TV & Marketing Department and the FIVB Beach Volleyball Department work closely with IMG Media on all television-related matters of Beach Volleyball. IMG Media has been engaged by the FIVB since 2009 to manage the sales of the media rights and facilitate broader exposure of FIVB Beach Volleyball events worldwide. IMG Media is also in charge of the TV coordination for the top FIVB Beach Volleyball properties in collaboration with the host broadcasters, with the goal of securing a consistent international feed according to established FIVB TV standards wherever produced and delivered to international broadcasters.

B. FIVB Press Department

The FIVB Press Department develops and implements the communication guidelines and the Press master plan with the aim of increasing the awareness of the Sport. The FIVB Press Department is responsible for coordinating and following up on any media/press related matters for all FIVB Beach Volleyball events, organizes FIVB Press Conferences and updates the FIVB Website. It also prepares, produces and distributes promotional materials (for example, Media Guides, Newsletters, etc.) in coordination with the FIVB Departments concerned and updates the FIVB Beach Volleyball Website pages with information on the FIVB Beach Volleyball events, FIVB World Rankings, calendar, athlete profiles, international events, side events, FIVB meetings, Galas, etc. The FIVB Press Department is also responsible for assisting the Organizers of events with the smooth running of the staff’s press operations.

For any further information please contact the FIVB Press Department at press@fivb.org.

C. FIVB Technical Development Department

The FIVB Development Department implements projects aimed at improving the general standard of Volleyball and Beach Volleyball throughout the world and, more specifically, creating the conditions under which each country, depending on its resources, is able to develop its competitive potential therefore gaining the maximum possible benefit from the sport.
1.9 FIVB Beach Volleyball Department

Under the direct instruction and the ultimate authority of the FIVB President, the Executive Committee members and the Executive Committee member in charge of Beach Volleyball, the Director of Beach Volleyball Events is responsible for the planning, organization and implementation of the Beach Volleyball tournaments at the Olympic Games, as well as the FIVB Beach Volleyball tournaments including FIVB Beach Volleyball World Championships, World Tour Grand Slams and Opens, Continental Cup, World Cup Olympic Qualification, FIVB World Cup Final, Challengers, Exhibitions, Country vs. Country and FIVB Beach Volleyball Underage World Championships. In addition he is responsible for all other Beach Volleyball activities in collaboration with other FIVB departments, National Federations, Continental Confederations, Professional Promoters and Sponsors.

The FIVB Beach Volleyball Events Director and his staff members will closely work with FIVB partners, Promoters, athletes, consultants, agents mandated by the FIVB and with other FIVB Departments in order to achieve top quality work, world class Beach Volleyball tournaments and the smooth running of the Beach Volleyball Commissions, FIVB Beach Volleyball Councils, as well as the implementation of the decisions of the FIVB Board of Administration and World Congress.

In detail, the FIVB Beach Volleyball Department is responsible for the following tasks:

A. General responsibilities:

- Implementation of the decisions of the FIVB Beach Volleyball Councils, Board of Administration and World Congress.
- Preparation for meetings with organizers, sponsors, NFs, Confederations, etc. and follow up on the decisions.
- Issue the annual calendar of FIVB events.
- Issue the event’s technical conditions.
- Determine the FIVB Beach Volleyball department budget.
- Smooth implementation of the FIVB events Master Plan.
- Smooth coordination of activities between the FIVB, NFs and Continental Confederations.
- Efficient communication internally and externally.
- Respect the terms of the budget approved by the FIVB President and by the Executive Committee members concerned.
- Ensure the constant flow of information for Beach Volleyball matters between the FIVB Department.
- Improve awareness of Beach Volleyball by providing the necessary information to the FIVB President and the FIVB Press Department.
- Prepare a task force of FIVB Delegates who can work with Promoters to ensure high quality event organization, fulfillment of FIVB requirements and respect of the benefits offered by the FIVB.
- Realize the FIVB Beach Volleyball events structure through a hierarchy of events at different levels.
- Determine requirements for players’ and officials’ uniforms.
- Coordinate with all other FIVB Departments any actions related to the events’ master plan.
- Revise the agreements between the FIVB and the organizers and customize such documents.

B. FIVB Beach Volleyball Competitions:

- Identify and motivate potential Promoters, coordinate and follow up on candidatures, controlling the flow of documents and information, preparing and organizing inspection visits to verify all elements related to the cities, hosting locations, hotels, promotion, staff, officials and organization facilities.
Plan, prepare documents, follow up and coordinate activities related to the FIVB Beach Volleyball tournaments, in particular:

- Evaluation of the candidature
- Amendment and revision of the agreement whenever necessary for signature of the FIVB President
- Master Plan implementation
- Inspection visits and their reports
- Marketing conditions as per the organizer manual
- Flow of information between FIVB secretariat, officials, organizers, NFs and participants related to:
  - Preparation and follow up of documents and checklist
  - Competition regulations
- Deadlines and FIVB forms to be produced and implemented
- Implement the branding kit for each event
- Assist the FIVB IT Department by establishing the needs required for the preparation of adequate computer software program to facilitate the follow up of operational plans (based on master plans) for FIVB Beach Volleyball events, inspection visit reports and documents deadlines.
- Prepare documents, questionnaires or necessary information and organize inspection visits as agreed between the FIVB and the Organizers.
- Obtain the report of each inspection visit, give feedback, update and preparation of the master plan for the next inspection visit.
- Assign FIVB Officials and Delegates at each event.
- Negotiate with potential event Organizers.
- Follow up the decisions and feedback given to the organizer by the inspector and request him to report delays for each item.
- Provide the organizer with constant assistance information, documents, lists of officials or FIVB decisions as required by the operational plan.
- Assist Multi Sports Games organizers.
- Coordinate the international travel.
- Evaluate reports and apply measures to resolve problems identified in the reports.
- Update the FIVB World Ranking.
- Check financial matters related to expenses and revenues associated with the FIVB Beach Volleyball events (prize money, bonus pool, per diems for officials, sponsorship fees, entry fees, licensee fees, etc.).
- Circulate Rules of the Game.
- Production of promotional material.
- Make sure that forms and material are received on time by the FIVB and the organizer (otherwise remind the participants to send them).
- Evaluate and approve sand quality through the assigned laboratory.
- Realization of FIVB Beach Volleyball World Tour Grand Slam, FIVB Open and FIVB Beach Volleyball World Championships (senior and Underage) calendar, as well as the calendar for other FIVB events, taking into consideration organizers’ needs, Host Broadcasters programming, city events’ program, weather conditions, optimization of travel, sponsors’ needs, etc.
- Circulation of the calendar through all available communication means, such as the website, circular emails, press releases, etc.
- Evaluate, test and implement new events concepts to increase the awareness of Beach Volleyball, such as the Beach Volleyball Festival, King of the Beach etc.
- Distribution to a selected target of organizers the terms and conditions to stage FIVB events.
- Evaluation of the candidatures received from potentially interested organizers.
- Handling of eventual contingencies due to postponement or cancellation of events.

The Introduction

1. C. Olympic Games and Youth Olympic Games:
- Advise the Host National Federation in developing Host competitive teams and events.
- Provide OCOG/YOCOG with constant assistance, information, documents, lists of officials or FIVB decisions as required by the operational plan.
- Realization of the Olympic Games requirements and coordination with IOC on Olympic Games matters.
- Assistance to the Olympic Bid Committees in the realization of their respective documents.
- Realization of the Cooperative Agreement and Master Plan with OCOG/YOCOG.
- Coordination with OCOG/YOCOG for the smooth preparation of the Beach Volleyball tournaments (e.g. venue, competition, results, etc.) following the Master Plan.
- Assist the IOC and OCOG/YOCOG in the realization and implementation of the ORIS project.
- Coordinate the eligibility process for the participating NOCs and NFs through the Entry by Name form (NFs/NOCs entries into the Olympic Qualification process).
- Organization of inspection visits and follow up.
- Supervision of the overall organization and venue matters related to the test event.
- Preparation and implementation of the Olympic Games drawing of lots ceremony.
- Realization of the related Sports Regulations, forms and Handbook to ensure the smooth preparation of the tournaments.
- Implementation of Beach Volleyball Olympic qualification formula approved by the IOC.
- Update of the Olympic Ranking and definition of the qualified 24 Women’s and 24 Men’s teams.
- Implement replacement of teams/athletes whenever needed.
- Supervision and close cooperation with OCOG/YOCOG to ensure the smooth running of the Beach Volleyball tournaments during Games time through the appointment of the Technical Delegate, Control Committee members, referees, line judges and scorers.
- Prepare and conduct all inspection visits. Follow up on the minutes of the inspection visits.
- Coordinate with OCOG/YOCOG delivery and use of Beach Volleyball materials (Mikasa, uniform manufacturers, etc.).
- Entry forms to be adapted to Beach Volleyball.
- Follow up of the construction plan of the stadium and facilities, offices, etc.
- Implement Sport Presentation programs.
- Assist the Host National Federation to implement officials and auxiliary officials programs.
- Realization of the Olympic Games and Youth Olympic Games final report.

The Underage World Championships and the Youth Olympic Games are contributing to the development of the young generation of athletes.
D. FIVB Beach Volleyball World Championships (Senior and Underage), FIVB Beach Volleyball World Tour Grand Slam & FIVB Beach Volleyball Open Events

- Implementation of the candidature process to organize FIVB Beach Volleyball World Tour Grand Slam, FIVB Beach Volleyball Open and FIVB Beach Volleyball World Championship events.
- In coordination with the FIVB President, negotiation of the FIVB- NF/Promoter agreement for the organization of the FIVB World Tour Grand Slam and FIVB Open tournaments and the FIVB Beach Volleyball World Championships (Senior and Underage).
- Preparation and update of the Beach Volleyball Handbook.
- Control and implementation of the event master plan, inspection visits, event regulations, marketing and broadcasting matters.
- Checking of players’ registration/eligibility and participation.
- Implementation of the terms of the FIVB-NF/Promoter Agreement.
- Provide the Promoters with constant assistance, information, documents, lists of officials or FIVB decisions as required by the operational plan.
- Ensure the necessary coordination to supply Promoters with materials from FIVB Sponsors.
- Assign FIVB Officials and Delegates (Technical Supervisors, Referee Delegates, Media Operations Delegate, Medical Delegate, Physiotherapist, Photographer, TV Coordinator, Highlight crew and Neutral International Referees).
- Coordinate the international travel of the officials concerned in collaboration with the Promoters and/or the FIVB travel agency in Lausanne, as well as evaluate the best prices through an internal inspection visit and tournament.
- Establish with the President of the Medical Commission and Medical Department, the schedule of events where the anti-doping tests are to be carried out.
- Evaluate and act on the FIVB Delegates’ reports after each inspection visit and tournament.
- Coordinate marketing matters with FIVB Sponsors.
- Coordinate execution of Press Releases with the FIVB Press Department.
- Control the minimum broadcasting and recording conditions in coordination with the TV Agency and FIVB TV and Marketing Department.
- Supervise the correct application of FIVB competition requirements (Official Beach Volleyball rules, entry procedure, FIVB World Ranking, etc).
- Instruct the Finance Department to send the required invoices.
- Evaluate and implement sanctions for Promoters and/or Players in case of non-conformity with FIVB regulations (late entry, withdrawal with no justification, non-respect of uniform regulations, etc.).
- Update the FIVB website with all relevant information.
- Realization of final reports for the events.

E. FIVB Beach Volleyball Continental Cup

- Realize the Terms and Conditions.
- Design and monitor application process to participate and/or host events within the structure of the FIVB Beach Volleyball Continental Cup.
- Design and make available logotype, official visual, Branding Kit of the FIVB Beach Volleyball Continental Cup.
- Monitor and extend assistance to the Continental Confederations to implement the upcoming Zonal phases of the competition.
- Update tools (i.e. online checklist, e-book, etc.) supporting the implementation of the Continental Cup.
- Update of the relevant website pages.
- Organize seminars to transfer knowledge to the Continental Confederations’ representatives/officials.
- Coordination of a working group for the global project.
- Coordination of actions with other FIVB departments.
- Update of Continental Cup page on the FIVB website as required.
- Assist Confederations in setting up and finalizing competition schemes of the FIVB Beach Volleyball Continental Cup in line with the FIVB requirements.
- Provide guidelines for the general implementation of Beach Volleyball.
- Execute inspection and/or on site visits if required.
- Assign FIVB officials to educate officials in each zone of each Confederation to create solid basis to implement Continental Cup.
- Coordinate financial issues related to the FIVB Beach Volleyball Continental Cup.
- Coordinate FIVB communication channels concerning media and promotional activities.
- Establish the Olympic Qualification system for Beach Volleyball for the 2014–2016 period leading up to the next Olympic Games.

F. FIVB Beach Volleyball World Cup Olympic Qualification & FIVB World Cup Final

- In coordination with the FIVB President and the Executive Committee member in charge of Beach Volleyball, negotiation of the FIVB-NF/Promoter agreement for the organization of the FIVB Beach Volleyball World Cup Final.
- Control and implementation of the event master plan featuring inspection visits, event regulations, marketing and broadcasting matters.
- Communication with NFs, athletes and FIVB sponsors of information related to the event.
- Checking of players’ registration/eligibility and participation.
- Implementation of the terms of the FIVB-NF/Promoter Agreement.
- Provide the Promoter with constant assistance, information, documents, lists of officials or FIVB decisions as required by the operational plan.
- Ensure the necessary coordination to supply the Promoter with materials from FIVB Sponsors.
- Assign FIVB Officials and Delegates (Technical Supervisors, Referee Delegates, Media Operations Delegate, Medical Delegate, Physiotherapist, Photographer, TV Coordinator, Highlight crew and Neutral International Referees).
- Coordinate the international travel of the officials concerned in collaboration with the Promoter and/or the FIVB travel agency in Lausanne, as well as evaluate the best prices through an internal process in collaboration with the FIVB officials concerned.
- Coordinate marketing matters with FIVB Sponsors.
- Coordinate execution of Press Releases with the FIVB Press Department.
- Control the minimum broadcasting and recording conditions in coordination with the TV Agency and FIVB TV and Marketing Department.
- Supervise the correct application of FIVB competition requirements (Official Beach Volleyball rules, entry procedure, etc).
- Instruct the Finance Department to send the required invoices as per the FIVB-Organizer agreement.
- Update the FIVB website with all relevant information.
- Realization of the final report.
6. Challenger events and other Intercontinental events (under FIVB Jurisdiction)

- Targeting and signing agreements with new promoters.
- Providing the organizers with constant assistance, information, documents, lists of officials or FIVB decisions as required by the operational plan and competition’s supervision.
- With the assistance of FIVB Delegates, realize the Handbook for FIVB Beach Volleyball Underage World Championships.
- Evaluate the proposals for the organization of International events.
- Realize the FIVB-Organizer Agreements for each event.
- Sanction International events.
- Coordinate a calendar including International events.
- Assignment of FIVB Officials to oversee the events and coordinate the issuing of the International travel tickets.
- Control the application of FIVB requirements (Official Beach Volleyball rules, official ball, medals, FIVB Officials, registered athletes, entry procedure, regular update of the FIVB website information, etc.).
- Update the Website with all relevant information.

H. Implementation of Beach Volleyball Development activities relating to Confederations and National Federations

- Preparation of the requirements to obtain the FIVB recognition for Continental Tours and National Tours.
- Evaluation of the organizational standards for the recognition of Continental Championships and National Tours.
- Homologation of Continental Tour, Continental (Final) Championships and National Tours.
- Entering of National Tours in the BVIS system.
- Update of dedicated National Tour webpage.
- Creation and update of a dedicated Continental Tour webpage.
- Provision on demand of information and know-how to the Confederations and affiliated National Volleyball Federations.
- Coordinate actions with other departments to optimize the results of the development programs.

I. Multi-Sport competitions

- Assistance to the Organizers of Multi Sport competitions such as the Commonwealth Games, World Beach Games, Asian Games, South East Asian Games, “Jeux de la Francophonie”, Pan American Games, Mediterranean Games, All Africa Games, etc.
- Assignment of Officials (whenever agreed with the organizers concerned).
- Coordination to ensure the appropriate implementation of the team eligibility and entry procedures.
- Implementation of Inspection visits.

J. World Congress/Board of Administration/Executive Committee/World Councils/Beach Volleyball Commission/Seminar/Workshop

- Preparation, administration and coordination of the Beach Volleyball Commission and the FIVB Beach Volleyball Council Meetings.
- Preparation of written reports and Power Point presentations.
- Preparation of the agenda and documents as required together with the FIVB Beach Volleyball Council President.
- Preparation of the meetings and the minutes and their distribution to the parties concerned.

Communication is a key factor for the success of Beach Volleyball

- Conduct the Beach Volleyball Commission and the FIVB Beach Volleyball Council meetings in accordance with the agenda and timetable.
- Follow up on the proposals and decisions of the FIVB Beach Volleyball Councils and Beach Volleyball Commission.
- Preparation of reports and proposals to the Beach Volleyball Commission, FIVB Beach Volleyball Council, Executive Committee, Board of Administration and World Congress.
- Preparation and implementation of the Beach Volleyball Commission and FIVB Beach Volleyball Council decisions.
- Organization of an FIVB Officials seminar with clearly defined list of participants, conditions of participation, and specific schedule (for FIVB Technical Supervisors and Referee Delegates) to give optimum support to each promoter and standardize the application of the FIVB’s rules and regulations (whenever the FIVB renews its contracts with its promoters, its sponsors, etc.).
- Organization of workshops (with clearly defined list of participants, conditions of participation, and specific schedule) between the FIVB, the promoters, the National Federations, the Continental Confederations, the athletes, the FIVB and Promoter’s sponsors and partners, and the consultants on the occasion of one World Tour event or at the FIVB Headquarters in Lausanne in order to become more aware of each party’s needs, demands, and priorities and help the entities involved to grow together.
- Organization of a Host Broadcasters meeting (between the FIVB, IMG and Host Broadcasters).

K. Athletes’ data Base and Entry Procedure

- Management of athletes’ data base (results, etc.) and athlete’s eligibility process.
- Realization of the 2013-2014 NF-Athlete’s Commitment.
- Administration of the team’s final entry procedure and athletes’ registration for their participation in all FIVB events, in particular ensuring that all athletes sign the 2013-2014 NF-Athlete’s Commitment to establish their eligibility.
- Verification of athletes’ participation in FIVB competitions and FIVB sanctioned international events.

L. FIVB annual publications and other materials

- Production and distribution to all parties concerned of information and materials to promote Beach Volleyball (Handbooks, marketing kit, press kit, media guide, official forms, Spirit Book, annual final reports, etc.), and other printed material.
- Realization of a DVD featuring the best athletes, hosting venues, logos, etc.
- Production of medals and flags.
- Realization of Beach Volleyball articles and pictures selection for the “Volley World” magazine whenever required.
- Realization of the sponsors’ final report (e.g. video tapes, DVD with pictures, press cuttings, etc.).
– Contact and follow-up with sponsors related to all sponsorship services and FIVB contractual obligations.
– Approval of all onsite marketing branding and promotional material at all events.
– Coordination with the Technical Supervisor for the control of the proper implementation of all onsite marketing branding as per contract terms at each event.
– Realization of the annual marketing kit, including all sponsorship, FIVB and organizers’ obligations.
– Coordination with graphic designer for marketing items and TV graphics.
– Follow up of all cost production estimate approvals for FIVB sponsors’ branding material at each event.
– Revision of the marketing chapter in the Beach Volleyball Handbook.
– Coordination of VIP and accreditation packages via sponsors and organizers.
– Organization of orders and delivery of sponsor material to tournaments.
– Final Annual sponsors’ report.

M. Beach Volleyball uniforms and net equipment
– Collaboration for the definition of standards and procedures for manufacturers.
– Control over the delivery of the FIVB Supplier material as per the terms of the contract.
– Respect of the supplier obligations towards the FIVB and third parties.

N. FIVB Sponsor’s services
– Implementation of FIVB-Sponsors contracts.
– Assist the FIVB President and the TV & Marketing department in researching and targeting of new sponsors geared towards Beach Volleyball.

O. Others
✓ FIVB certified permanent venues
✓ Coaching opportunities
✓ Athlete relations and assistance
✓ Special assignments
✓ Realization and updates of the e-book
Jointly with the corresponding department and to prepare:
– Promotional material (video-tapes, brochures, etc.)
– Archive of promotional materials
– Any other business