

Philadelphia  
Montgomery



Christian  
Academy

35 Hillcrest Avenue, Erdenheim, PA 19038  
Phone 215.233.0782; Fax 215.233.0829  
admissions@phil-mont.com  
www.phil-mont.com

## WELCOME REWARDS 2011-2012

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Welcome Rewards is a friend referral program that benefits our existing families as well as the new ones that join our PMCA community. Plus, we can think of few better ways to reward you for your work assisting us in building a better PMCA.

### **By introducing new families into the PMCA community you:**

1. Reduce your tuition (for each new family you will receive up to a 20% tuition reduction<sup>\*\*\*</sup> (and they receive up to a 10% tuition reduction, too)<sup>\*\*</sup>)
2. Increase your children's enjoyment of school by surrounding them with more of their friends
3. Add to the vibrancy of our community by helping to expand it

### **To take advantage of this exciting benefit simply:**

1. Refer your friends to PMCA
2. Have them list you as a referral on their PMCA enrollment application<sup>\*</sup>

**The more friends you refer the more you save.<sup>\*\*\*</sup> More friends = more fun for everyone!**

Please see reverse for program details

## DEFINITIONS

1. An Existing Family (EF) is one that pays tuition for at least one child currently enrolled at PMCA.
2. A New Family (NF) is one where:
  - a) no immediate family members have ever enrolled in, or worked at, PMCA
  - b) this is their first year at PMCA
3. Published Tuition Rate is the tuition rate posted on our website ([www.phil-mont.com](http://www.phil-mont.com)) for the current school year.
4. Net Tuition is the Published Tuition Rate minus any Adjustments.
5. Adjustments are any discounts or financial aid (excluding any scholarships or Welcome Rewards).

## TERMS AND CONDITIONS

1. Rewards apply as long as at least one child is enrolled at PMCA from both the EF and NF. Should either family withdraw during the course of the year, the Reward will be prorated for the remaining family based on the time the children from both families were enrolled.
  - a) Rewards will continue to apply to an EF on an ongoing basis as long as at least one child is enrolled at PMCA from both the EF and NF.\*\*\*
  - b) Rewards apply to a NF only for the first year they are enrolled at PMCA.
2. Rewards will be applied to eligible accounts (whose tuition account is paid up to date) at the following times:
  - a) For accounts paying on the Monthly or Semester Plans: applied to the following semester's tuition.
  - b) For accounts paying Annually: applied to the following year's tuition.
3. Rewards are applied to future tuition payments and are not redeemable for cash (except in the case of a graduating senior who is the last enrolled child from a family).
4. If a NF enrolls mid-semester the Rewards will be prorated for both the NF and EF.
5. The NF must affirm that another family or families significantly influenced their decision to enroll in PMCA such that, had it not been for them, they would have enrolled elsewhere.
6. \* A NF may list up to four EFs to share equal percentages of the Welcome Reward.
7. \*\* Each NF will receive up to a 10% Net Tuition reduction for one child for the first year only.
8. \*\*\* Rewards are additive for an EF. For each NF, an EF will receive up to a 20% Net Tuition reduction for one child for the first year only and up to a 10% Net Tuition reduction for each ensuing year. If you recruit two New families you get up to a 40% Net Tuition reduction for one child in year one. In the case where Rewards earned exceed the eldest child's Net Tuition, rewards will be applied to the next eldest child's Net Tuition.
9. Net Tuition may never be less than \$0.
10. International and part-time students are not eligible to participate in Welcome Rewards.
11. PMCA reserves the right to modify, change or cancel this program at any time and for any reason. Should PMCA discontinue this program, any families receiving rewards will continue to do so under the existing terms of the program. However, no new Rewards will be extended.

## TUITION CALCULATION

1. NF tuition = Net tuition rate x Reward amount of 10%.
2. EF tuition = Net tuition rate x Reward amount of 20% for the first year; and  
Net tuition rate x Reward amount of 10% for each ensuing year

## EXAMPLES

- 1) If an Existing Alumni family refers one New Family:

10,000	Published Tuition Rate for eldest enrolled child
<u>-2,000</u>	Reward amount (10,000 x .2). Welcome Reward of \$2,000 is greater than Alumni Scholarship of \$1,000 and only the largest of the two applies)
8,000	Net Tuition amount for eldest enrolled child
  
- 2) If a Pastor's family with two students refers one additional family:

10,000	Published Tuition Rate for eldest enrolled child
<u>-2,000</u>	Pastoral Scholarship (Pastoral Scholarship of \$2,000 or Welcome Reward of \$2,000). Multi-child only applies to second student.)
8,000	Net Tuition amount for eldest enrolled child