

Finis Smart Goggles

- Smart Goggles are a training tool that tracks swimming metrics like laps, stroke count, stroke type, splits, and rests.
- Pacific purchased 125 goggles at \$152.95 each including tax, and expenditure of \$19,118.75.
- The goggles sell for \$199.99 MSRP (\$217.41 with tax) Finis were willing to offer 25% discount to clubs that was good through the end of 2022.
- In October, 29 goggles were given to coaches that attended the Coaches Clinic (one per club).
- The current # of Smart Goggles on hand is 96, valued at \$14,683.20 including tax.

Possible Options for the remaining Goggles:

Give goggles to clubs attending the Senior meets. (We originally purchased the goggles to give away at the October Clinic. Note when we gave out the backstroke ledges, we had Zones give ledges to clubs that did not attend the OCT HOD.)

Sell goggles to clubs at a discount above what Pacific paid. Club could either pick up goggles at a predetermined meet or pay shipping cost (approx. \$8)

- 10% Discount + shipping: $138+8= \$146$ (Discount msrp 36%)
- 20% Discount + shipping: $122+8= \$130$ (Discount msrp 44%)
- 25% Discount + shipping: $115+8= \$123$ (Discount msrp 47%)

Reached out to Finis via email to find out if we could return any of them and would there be a restocking fee. The return date range is 30 days, so this would be an exception to their return policy. Currently waiting to hear back from John Mix. **UPDATE:** John wasn't open to accepting them as a return because it was not in the same fiscal year and would be an accounting hardship for FINIS at this point in Q1. I also spoke with Don Heidary and he asked me to relay a few points:

- He didn't think FINIS should have to take the goggles back. We planned to distribute them at our coaches clinic, but our attendance was poor. We should be looking at why our coaches don't participate in the educational opportunities we provide, and that shouldn't be John's problem.
- Don would be happy to take the smart goggles and come up with a way to distribute them by performance or club excellence so they would be going to high performing clubs that would utilize them. He would document and supply the BOD with detailed recap of how and where the goggles were distributed.
- Don also informed me and the Investment Committee last night that he would be stepping down from the Club Development role due. He has been very frustrated with how poorly received the coach opportunities have been and doesn't think it is worth the effort pursuing at this time.

YouTube links to product with information on how to set them up for use.

[Introduction to Smart Goggles](#)

[Getting Started with Smart Goggles](#)

[Review of two types of Smart Goggles](#)