



# Bridge and elderly: a successful project in The Netherlands



Eric Laurant Torun, Poland April 20, 2017



#### Who heard about bridge?



#### We are unknown as a sport although:

- ♦ WBF counts 116 NBO's, 1M members
- ◆ EBL counts 46 NBO's, 400k members
- ♦ NBB counts > 1150 clubs, > 80k members
- ♠ In NBB > 2M games / week, 21-24 per session
- ♠ In NL > 5M games / week in clubs and at home
- ♠ In NL 3rd team sport after soccer, hockey
- ♠ Bridge is much bigger than chess, draughts, Go

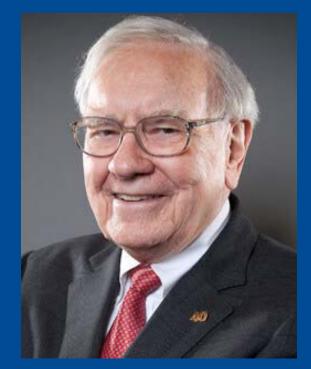




Bridge is such a sensational game that I wouldn't mind being in jail if I had three cellmates who were decent players and who

were willing to keep the game going 24 hours a day!

Warren Buffett Investor and active tournament player







The best thing about this is that we had a black, a Jew, an Indian and a Pakistani playing together. It's good to show how bridge can bring together people from such

different backgrounds, it shows a special magic about the game of bridge.

Zia Mahmood after winning with Larry Cohen, Ron Smith and Jaggy Shivdasani.







When I retired, I started to play Bridge again. It's the best decision I've ever taken! I wake up every morning and I am the happiest man on Earth.

Dr. Magnus Olafsson,
Nobel laureate
(Nobel Peace Prize 2005)







No matter where I go, I always make friends at the bridge table.

Martina Navratilova, greatest female tennis player for the years 1965-2005







### I love Bridge. Everybody who is good at Bridge is going to be good at lots of things!

Bill Gates,
Microsoft Founder





#### The Netherlands



#### **Small country:**

- 41.526 km2 (Germany 8x, France 16x)
- ★ 16.8 M people (Germany 5x, France 4x)
- ★ 30 cities > 100k,400 municipalities





#### **Bridge in NL**



#### Small country but NBB is quite a large federation:

- ♦ > 80.000 member players
- → > 20.000 playing on internet
- ♦ > 1.150 member clubs
- → > 20 full time employees
- ♦ > 650 active teachers
- → > 350 certified teachers

Teachers in N.



#### Scientific research related to bridge proves:

- Bridge provides a social network
- Bridge effectively counters loneliness
- Bridge raises happiness

#### Source:

NIVEL, Leemrijse C.J.; Ooms, L; Veenhof C. (2011) Evaluatie van kansrijke beweegprogramma's ... NIVEL, Leemrijse C.J.; Veenhof C. (2012) Denken en Doen: bridgend de eenzaamheid te lijf Mulier Institute, Smits F., van Rens F.; Elling, A. (2012) Om mijn hersenen te trainen en voor de gezelligheid

#### The secrets of bridge



(fact group 2)

General scientific research also proves that happiness and a social network reduces mortality risks comparable to:

- Stop smoking
- Stop drinking
- ▲ Lose weight
- Exercise more

Source: PLoS Med 7 (7): e1000316, doi: 10.1371/journal.pmed.1000316





#### The secrets of bridge



# We discover the importance of social relationships for health and see an increased need for them





## Conclusion: Bridge is more than fun



fact group 1 + fact group 2:

# Bridge and its social network improves health and reduces mortality risks

(especially among elderly)

a scientific proven statement





The results of a research by *Louise* Clarkson Smith and Alan A. Hartley (Journal of Gerontology – Vol 45, Issue 6, pp 233-238) on Bridge players and nonplayers aged 55-91 indicated that players outperformed nonplayers in measures of working memory and





A study published in 2003 by Verghese in the New England Journal of Medicine proved that senior citizens who play a board game have 74% lower risk of dementia.





In 2000, Marian Cleeves
Diamond found out
that playing Bridge
, which
produces white blood cells

produces white blood cells (T lymphocytes), thus enhancing the immune system.





A 2014 research performed by To

(Rome) scientists (Becchetti, Fiaschetti, Marini) proved that Bridge players, due to their superior team play habits, are more likely to adopt cooperative behavior.

Listening, etiquette, concentration, dealing with winning and losing and many other social skills can be enhanced by playing Bridge.



#### Why all this research?



To convince EU, national ministry of health and/or local government organizations it is wise to invest in bridge projects:

- scientifically proven advantages
- ♠ infrastructure of WBF, EBL and NBO's
- successful projects and best practices



#### Marketing senior bridge



- ♠ Average age of bridge players is about 70 (...)
- ♠ Emphasize that bridge is fun
- Claim bridge improves health, scientific data
- Use dedicated learning method (tempo)
- Use internet for practicing



#### Marketing but also sales



#### Clear message to municipalities / ministry:

- social networks are important for elderly
- improve health by offering a perspective
- it is human to fight against loneliness
- prevention much cheaper than care
- municipality administration sends letter
- hereafter NBB takes care of total project
- NBB make use of local community centers



#### Sales and marketing



- Two dedicated sales persons
- Bridge players, retired from commercial job
- ♠ Two years project (2012-2013, 2017-2018)
- Each salesperson got 200 municipalities
- Sent out letter to local govt administrations
- Followed up by phone call and meeting
- ♠ In NL we asked for local budget of € 2k € 5k
- And this was doubled by ministry of health



#### **Senior Marketing**



#### **Result:**

Local government organizations invest in bridge learning projects





"Difficult, but so much fun!"

Participant local government project (76)



#### **Quotes by participants**



'Without this letter of the local government I would never have started playing bridge. And now it's my most important hobby'

Participant [59]

'Facilitating this great initiative is the best our municipality administration has done for many years'

Participant [71]

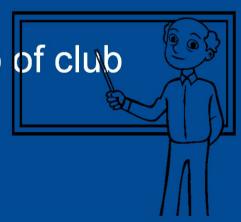
'I really look forward to Monday and Thursday afternoons'

Participant [66]





- Club teachers with classes of 8-20 students
- ★ Two phases/years, once a week, evening
- Focus on bridge technical aspects
- After finishing course membership of club
- Relatively large early drop out





### Modern senior approach



- Startersbridge: playing important, simple bidding
- ♠ Internet: practice from day 1
- ♠ Fun: more important than level
- Social: bridge but also meet, walk, gym
- ♠ Frequency: two-three times per week, day times



#### Denken en Doen in NL



#### First project in 2012-2013 successful:

- 2 sales persons visited all municipalities
- 180 municipalities joined and payed
- > 5.000 elderly joined, drop out very low
- ♦ > 10 new bridge clubs joined NBB
- > 3.000 new members joined NBB
- many new meetings in community center
- result good enough to repeat in 2017!



#### **Dutch approach**



# Thank you, don't hesitate to ask questions or to contact me!

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