Golf Experience Day

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Overview



What is a Golf Experience?

A Golf Experience provides participants the opportunity to try golf in a safe, fun environment with other people who are at the same stage of their golfing journey. The Golf Experience broadly includes and is structured as follows:



Periodically Scheduled

• As Golf Experiences are there to drive new golfers into your Learner Program, the regularity of events will depend on when your Learner Programs is running and how many and the type of new golfers you want to convert into your programs.



Chargeable Event

• Golf Experiences are charged at a one golf price. The fee will depend on the internal classification of your venue, and covers all equipment and access to the golf course but the group based format will make it an accessible event for all.



Group Based Event

similar ability.



All Areas of the Game

 Golf Experiences are designed so that participants can get an experience of learning all parts of the game and will experience playing golf on the course in a fun team scramble format.

• Golf Experiences are delivered in groups, with a maximum of 6 participants. This will provide opportunity to socially integrate new golfers into the club and know that they are on the journey with others of a



60 Minutes, 90 Minutes or 3 Hour Duration

• Golf Experiences can be delivered over 60 minutes, 90 minutes or 3 hours depending on the needs of your venue. You should schedule the event at a flexible time to suit the needs of you and your venue. Participants will have the opportunity to learn some of the skills they will need to play golf, and crucially have the opportunity to play on the golf course in a fun team scramble, to give them a taste of the real game of golf.



Aimed at Learner Golfers

• Golf Experiences are aimed at prospects or members within the club looking to upgrade who have little or no previous experience of playing the game and are therefore at the same stage of their journey.









Purpose of the Experience Day

The Golfer Experience provides a vital role within the Coaching Pathway and is primarily a great way to convert more prospects and non-golfing members into the Learner Program and eventually convert or upgrade them into Golf Members. Your Golf Experience Day should...



Provide A Welcoming Environment

• Your Golf Experience will be the first taste of golf for many of your participants, delivering a welcoming and friendly environment will put them at ease and they will be more likely to convert into future programming you offer.



Be a Fun and Memorable Experience

more.



Showcase Your Offering

• The Experience Day will offer a great opportunity to showcase your coaching, the facilities available and an insight into life at the club.



Chance to Build a Relationship

• The purpose of the Golf Experience is not to provide lots of technical instruction. Keep your Experience Day fun and highlight the moments that will keep your participants coming back for



Create New Social Connection

 Keeping the Golf Experience social and informal will help to form friendships between participants. The games based learning will allow for collaboration, and the friendships formed will encourage the group to move to the next stage of learning together.



Direct their Journey

• At the end of the Experience Day, you will have all the information you need and can direct the students to either the Learner Program or Private Lesson Programs in step 3 of the Coaching Pathway and outline how the Social Programs can compliment their experience.



• The nature of the session, the duration and the informal environment will give you ideal chance to get to know the each member or prospect and build a relationship with them, that will develop trust, openness, confidence and an ongoing relationship.



Who Can Attend Your Golf Experiences?

As the Golf Experiences are built to drive and convert new participants into regular golfers and golf members, the Golf Experiences are tailored towards participants who are not golf members. We are specifically targeting connected non-golfers and members looking to upgrade. Un-connected non golfers, for example those in the local community without any connection to the club can engage in the program on a venue by venue basis with prior agreement from the Director of Golf Programming.

Connected Non Golfers

The program is targeted towards current members family and friendship circles. This is vital for driving new members and driving our value proposition to current members by engaging with their family at the club.



Members Looking to Upgrade

We need to reach, activate and inspire members from within other sections of the club to start the game, learn and ultimately have the tools they need to upgrade their membership.

Un-Connected Non Golfers

The program will be attractive to non-golfers in your local community without any connection to the club. This will help to drive new membership growth, widen our reach in the local area and inspire these participant's golfing connections to join the club.



The Big Picture

Running an Experience Day at your Club may seem insignificant, however each of the participants experience can make a huge impact on your book, your Club and Club Corp business. Each of your participants will hold enormous value both short and long term. Each participant that attends your Experience Day have the potential to become future long term clients and club members for years to come. Do not underestimate their value!



The Average cost of attending a one off Experience Day and converting your Experience Day into your Game On Learner Program for a 6-month period for a typical Club Corp Club will be over \$1000 in revenue per student.



T As we have discussed in the Overview training, converting these into engaged full golf members on average will generate a yearly revenue of \$12,000 dollars. Magnifying this over the average membership length of 11 years, an active and engaged member at your club has a value of \$132,000

Lifetime Value to your Club and the Business



*Price will vary across the internal classifications.



Link to the Coaching Pathway





Link to the Coaching Pathway

The Golf Experience program is a crucial part of the coaching pathway, it provides an opportunity to engage and convert new golfers into the Learner program at your facility.



1. Phase 1 - Find, Connect and Inspire

This phase is all about finding participants in the local community where appropriate, driving referrals through our current members to their friends and family and engaging with all sections of the club to inspire member upgrades.

This phase is then focused on meeting potential participants on the program. By giving them a great first experience of learning at your club through the Experience Day, you can then guide them onto the Learner program or private coaching.





3. Engage, Develop and Retain

This phase is about active engagement in initially the Learner program but also supplementing the participants learning through engaging in private coaching and Social Coaching programs. This will drive development across the learning outcomes and confidence at the club.





Entering the Experience Day from Phase 1

Attracting members and prospects into your Experience Day, will be via the three main identified outreach components of Phase 1 of the Coaching Pathway:

Coach Led through Customer Care

Engaging with your Care List proactively will help you open up conversation about the Golf Experience that will be of interest to the member's spouses, dependents or friends. They will also know of others in the club within other sections that may be interested in the program.

Member Referrals

Members within the club will see the Golf Experience day and recommend the program to their friends and family.



Marketing and **Promotional Activities**

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Engaging marketing content and strategies as well as working with the team at Retail Tribe will help capture engagement in the event.





Entering the Experience Day Programs in Phase 2

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The additional Activation Programs, AMM Programs and opportunity for conversation in Phase 2 offers a further opportunity to convert members and prospects into the Experience Day:

Activation Programs

Those attending other Activation Programs may also then benefit from attending the Experience Day before committing to a further program.

Conversation and Dialogue

This opportunity for an informal engagement with the member or prospect gives the opportunity to direct them to the Experience Day and give them the information about the program.

AMM Programs

Engaging with members in your Care List through the Accompanied Play programs will give you an opportunity to discuss the Experience Day which may be of interest to their friends, spouses or dependents.



Link to Phase 3 - The Expert Guide

Ultimately, The Experience Day is an opportunity to sell the programs at Phase 3 of the Coaching Pathway, primarily, direct the participant into the Learner Program or where appropriate, Private Lessons programs. The learner can then supplements there learning by attending the range of Shotz Social Events and Adult Group Coaching.

You are the expert guide on the journey of each participant and they will be looking to you for the answer to, "so, what next?" Be bold but authentic. Suggest the next step for them to ultimately help them enjoy the game, engage in your activity and become an active club member.







Scheduling Your Experience Days



Scheduling Overview

We understand that each venue is different in regards to access to facilities and the size of the coaching team. This will influence the size and frequency of Golf Experiences at your venue. Therefore, you have control over a number of elements when scheduling your Golf Experiences to make these a success. The main scheduling elements that are important to know are:



Link to Learner Program

• As Golf Experiences are there to drive new participants into your program, the scheduling of your events must link to Learner program opportunities at your club.



Accessibility for Participants



Connect.

payments through Micros.



Flexibility for You

- To make your Golf Experiences a success, you have flexibility over the following when scheduling your events:
- The frequency and total number of experiences you offer
- The number of participants that can attend your experiences
- The time and day you run the Golf Experiences

· When scheduling your Golf Experiences, consider linking these directly to the days in which your Learner program classes are running.

60 Minutes, 90 Minutes or 3 Hour Duration

• Golf Experiences can be delivered over 60 minutes, 90 minutes or 3 hours depending on the needs of your venue. The support resources and pricing model have been built with this in mind and it is important that you follow this duration when scheduling your events.



Scheduling and Bookings through GLF.

 All Golf Experience events should be scheduled and bookings processed through your GLF. Connect system. This will ensure that participation can be effectively measured, you can communicate with participants and you can reconcile

Climate Dependent

• The number of Golf Experiences that you can offer will be dependent on the climate in which your venue operates. The exact dates and frequency of your Golf Experiences will vary depending on the program delivery months.









Scheduling Based on Climate and Region

There is not a specific expectation of the number of Golf Experiences you should offer at your venue. These Golf Experiences should be offered periodically depending on your needs and can be plugged into your program calendar when required. It is important that the scheduling of these Golf Experiences link directly to the Learner program at your venue in order to drive conversions.



Year Round

Golf Experiences should be scheduled through the program year and link directly to the learner program opportunities throughout the year.



Seasonal - April - October

Golf Experiences should be scheduled between the delivery months of April - October and link directly to the learner program opportunities throughout the program year.



Desert - October - April

Golf Experiences should be scheduled between the delivery months of October -April and link directly to the learner program opportunities throughout the program year.





Scheduling Link to the Learner Program

As Golf Experiences are there to drive new participants into your learner program, the scheduling of your events should link to the themed class opportunities at your club. To make these experiences a success and have an impact on your program, there must be a next step for participants following the event.

You have flexibility to schedule your learner program to suit your team, venue and the type of learners you are looking to attract. Your Experience Days should be scheduled to drive participation to the program but also so your attendees have a natural next step into the program. The example below shows the Introduction Themed Classes scheduled on Saturday's at 3pm. Two Experience Days are scheduled in in the previous month to drive participation into the learner program:



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Learner Program Weekly Themed Classes are running on a Saturday at 3pm





Scheduling via GLF. Connect

All Golf Experience events should be scheduled and bookings processed through your GLF. Connect system. This will ensure that participation can be effectively measured, you can communicate with participants and you can reconcile payments through Micros.

The Experience Day Event should link directly to the Learner Program, and therefore it is categorised under the Game On Learner Program filter on your GLF. Connect system. The Sub filter 'Experience Day' should be used when setting up your class. Further training is available from the GLF. Connect support team to help you setup your event correctly within the Training Hub.





SELECT FROM THE OPTIONS BELOW

Game on Experience Day

Newcomers can experience learning and playing golf b...







Pricing and Projections

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Pricing your Experience Day

The price of your events will vary depending on the internal classification of your venue and also the duration that you decide to offer. However, the pricing of the events are standardized across all venues (unless by exception with approval from the Director of Golf programming). The pricing, what is included and other key information is as follows for a 3-Hour Golf Experience Event:





What is included?



- Equipment use
- - Golf course access within the team scramble
- - 3 hours of coaching and supervision of a PGA Professional
 - Optional Extras can be included at your discretion





Micros POS & GLF. Connect Procedure

It is vital that when payment is made by a member or prospect attending your Experience Day Event, that this is accurately reconciled through Micros and then on the GLF. Connect system. Follow the recommended procedure below:



Add to GLF. Connect

When a student registers for your Experience Day Event, you should register them on GLF. Connect

Ring through Micros

As soon as payment is made by the Student, Ring 50% of the funds into the EPs Golf Programming Lesson button, and 50% of the funds into the Game On Rev.. The Game On XG 404 holding Account can be used.



Reconcille with GLF. Connect

The Payment date & type should be accurately reconciled with GLF. Connect as soon as payment is made.

Key Information

50/50 Programing Split

Payment on Sign Up

Student Added to

GLF. Connect



Accurate input on GLF.

Connect

Holding Account

Game On XG 404



Annual Projections - Year Round

The graphics below are projections of your annual commissions for those venues operating in a year round climate using the schedule example in the previous chapter. The projections below are based on delivering twelve Golf Experiences under the 3 hour duration option:



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Annual Projections - Desert and Seasonal

The graphics below are projections of your annual commission for those venues operating in a desert and seasonal climates. The projections are based on delivering seven Golf Experiences over the course of the program year under the 3 hour duration option:



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Running a Golf Experience



Flow of the Day

The Golf Experience is all about inspiring your participants to fall in love with the game. We want them to leave the event having developed a love for the game and a level of confidence being at the club.

Participants should leave knowing the steps they need to take to become a golfer and full member at your club. The day is also about experiencing all parts of the game, and what they will learn on the Learner Program. The flow of the day is as follows:



fundamentals and understanding

strike, how to control direction

and distance.

Chipping and Putting Tuition

Head to your putting green and short game area and introduce chipping and putting skills

A great opportunity to play some fun team based games across these skills and develop participant's fundamentals.

Team On-Course Experience

Give your participants a real sense of the game by heading to the course for a fun team scramble using your adapted golf course to ensure the experience is developmentally appropriate. Walk a hole with your participants during the 60-minute event.



Award Ceremony and Promotional Activity

Bring your event to a close with a short prize presentation and take the opportunity to engage with participants on their next steps to becoming a golfer.



Scheduling on the Day

You have the flexibility to schedule your Golf Experience Day at a time and date to suit your venue. The Golf Experience should run for 3 hours, 90 minutes or 60 minutes depending on the needs of your venue. All these durations give you enough time to cover all of the elements. You need to consider access to the course at your venue to enable you to run the Fun On Course Scramble element which is crucial to the success of the day and experience of your participants.

An example of the event timetable is as follows:

Mon	Tue	Wed	Thu	Fri	Sat	S
		1	2	3	4	Experi
6	7	8	202	3 10	11	GAMEON
13	14	15	16	17	18	
20	21	22	23	24	25	
27	28	29	30	31		

Golf Experience Day - Sunday 12th March 2023 3 Hours

Time	Activity
9am - 9.15am	Welcome / Meet and Greet
9.15am	Swing Tuition
10am	Chipping and Putting Tuition
10.45am	Team On-Course Experience
11.45am	Award Ceremony and Promotional Activity
12noon	Finish and Tidy Down

Golf Experience Day - Sunday 12th March 2023 90 Minutes

Time	Activity		
9am - 9.15am	Welcome / Meet and Greet		
9.15am	Swing Tuition		
9.35am	Chipping and Putting Tuition		
9.55am	Team On-Course Experience		
10.15am	Award Ceremony and Promotional Activity		
10.30am	Finish and Tidy Down		

Golf Experience Day - Sunday 12th March 2023 60 Minutes

Time	Activity		
9am - 9.15am	Welcome / Meet and Greet		
9.15am	Swing Tuition		
9.30am	Chipping and Putting Tuition		
9.45am	Walk a Hole on the Course		
9.50am	Award Ceremony and Promotional Activity		
10am	Finish and Tidy Down		

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Included in the Event Plan

To help you plan and run your Experience Day, you can access downloadable event plans via the Training Hub. Visit the Experience Day page and choose the 'Event Plan' section. You can view these via the Hub or download them to your device. This will include:



Event Layout and Setup

• This section of the event plan will provide you with a recommendation of how to layout each section of your event to ensure it is delivered safely and meets the delivery of the learning outcomes.



Equipment You Need

• Each event plan will list the specific equipment required to deliver each session within the Experience Day.



Game Cards

• Each class plan includes game cards that participants can attempt with a partner during the event to add an engaging, fun and competitive element to the event.



On Course

 Golf Experiences provide access to the golf course in a fun team-based format and the event plan includes a guideline of how to run the On Course Team Scramble.



Event Timetable

• The timetable provides you with an overview of what is delivered in the event and how the event is broken down across the duration.



Technical Guidance

 You will be able to access technical guidance for each part of the Experience Day event. This will help you to deliver to your group technical help across each of the skill areas.



Whole Golfer Resource

• The event plan includes ideas for what you can cover during the event relating to the Whole Golfer Learning outcome that is central to the Learner Program.



Learning the Game Resource

• You will also be able to explore elements of the Learning the Game learning outcome within your event and ideas for what to cover.





Event Timetable

Included within the Event Plan is an Event Timetable. This will walk you through how to deliver you experience day and what to cover within each session. It will help you plan your time effectively and ideas for what to cover during your event. An example of the event timetable is as follows:



With each section. ideas around what can be covered within this section of the class are listed here

The specific games that are built into the event plans are provided in the final column





Guidance to Running Your Event

The success of the Golf Experiences and the conversions from the event into your Learner program will be driven by the participant's experience on the day. We are providing you with all the tools you need to make it a success but you have a critical role to play in delivering a great experience for those who attend. Remember the following when implementing the event at your venue:



Make the Day Fun

• These days are all about creating memorable positive experiences for the participants, to inspire them to sign up to the Learner program, engage in club activities and membership. Don't get too focused on improving technique. Keep the day lighthearted and fun!



Keep it Safe

· Nothing will do more damage to the success of the day like a perception that the environment isn't safe. Always keep this in mind so you can create a sense that activities at the club are always delivered with the welfare of participants in mind.



Create a Welcoming Environment

• The events are a shop window for participants into life at your venue and your coaching programs. Strive to ensure that all involved create an environment and atmosphere that allows the participants to be confident and comfortable at the club.



Harness Social Connections

• At any time when participants get to interact with one another, you play a crucial role in helping to drive the connections between individuals and open up these opportunities outside of the program.



Keep it Inclusive

• Remember that there may be a range of

ages, abilities and experiences attending

that the flow of the day is as inclusive as

possible for all participants. Focus on

creating a supportive atmosphere with

your Golf Experience. Therefore make sure

Ignite their Enthusiasm

team-work at its heart.

· Ultimately, the participant will want to feel a sense of achievement and that they will enjoy playing the game. You need to ignite their enthusiasm and passion to learn by helping them developer their skills. This will help convert them into your Learner program.



Be Prepared

• Preparation will be key to the successful delivery of your fun day. Not only will this help you enjoy the event, but it will also create a great image of you and your club. You also need to make sure you have all the information you need to convert participants into your Learner program.









Implementation



Implementation Link to Learner Program

The Experience Day is designed to drive new participants into your Learner Program and therefore the implementation of your Experience Day should run in partnership with the Learner Program. It is important that your Experience Days links to the scheduling of your Learner Program classes. This will ensure that you can promote the program to participants and provide the answer to their question, 'so, what next?'

We recommend that you complete the Experience Day and Learner Program Training in close proximity to one another and then carry out the tasks within the Scheduling and Planning Step by Step Guides immediately after to ensure you can get your program classes and experience days scheduled so they align.



1. Complete Your Experience **Day Training**

You're nearly there, only a few more chapters to go to complete the Training!



2. Complete **Your Learner** Program Training

This programs consists of three modules and is available with the Learner Program section of the Training Hub.



3. Complete the Tasks within Step 1 Scheduling and Planning Step by Step Guides

These tasks will walk you through the key tasks to get your events scheduled and into the GLF. Connect system.





Implementation of the Experience Day

We recommend that you start implementing your Experience Day around 5 weeks prior to the date of the event. This will ensure that you have adequate time to work through each stage of implementation, work with your team, venue. GLF. Connect support team and the team at RetailTribe to make your event a success. The recommended implementation stages are as follows:







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Step by Step Guides

To help you with the implementation of this timeline, we have provided a step by step checklist document to help you tick off the actions for each week. Navigate across to the 'Training Hub', visit the 'Experience Day' section and download the 'Checklist Guides' to help you get up and running. You can then mark the each step of implementation as complete to keep you on track.



Navigate to the Experience Day **Event section**

• Within this section you will see step by step guides following the implementation stages for this event. Print off and navigate through the task for each stage. Each task, where applicable, links directly to a resource in the hub and will help you get everything in place to move to the next stage.

View or Download Step 1 'Planning and Scheduling Checklist'



• The first step is to complete the actions within Planning and Scheduling. These tasks are everything to do with getting your event organized at your venue and added to GLF. Connect. Decide on when you will run this event and who will be assisting with the delivery of your event. This step also link directly to the Learner Program.

3. Action the Tasks and Mark as Complete

• Once you have completed the tasks at each implementation stage you will be ready to move to the next stage and keep your event on track. Mark each step as complete as you go.





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Support For You



Support For You

To help you to run a great Golf Experience, you are being provided with support in several ways. This support will provide you with all of the tools to help you prepare for your event, fill those places, run a great event on the day and convert your participants into the other programs and activities at the club. Support is available to you in the following ways.



Event Plans

Within the Training Hub, you • can access event plans to help you plan, setup and deliver a great Golf Experience at your club. These plans will walk you through every step of your event and give you the resources you need.



Step by Step Guides

• Access step by step guides that walk you through each stage of implementation of your event, helps you understand the tasks you should complete at each step and where to access the resources you need.



Marketing Support



• The team at Retail Tribe are available to help market your events through a variety of channels using weekly and special mails. They are also experts in their field and can support you at every step.



GLF. Connect

• The GLF. Connect is the hub for powering your event and can be used to manage bookings, tracking and measuring sign-up's, reconcile with payments through micros and communicating effectively with your participants. You can also access the dedicated Support Team and Hub at any time.



Marketing Resources

• You are able to access a range of marketing resources within the Training Hub to help you promote the event. This includes event flyers and more. These are linked into the Marketing Creation Step by Step Guide.





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Next Steps



Next Steps

Take the next steps towards a launching your Golf Experience by following the recommend next steps below...

1. Complete your Learner Program Training

3. Create Your Marketing Content

• Follow the Step 2 Guide 'Marketing Content' and get your marketing content in order and sent to the team at Retail Tribe ready for pushing the event out to your customers.

2. Action the Scheduling and Planning Tasks

• Navigate to the Golf Experience section of the Training Hub and download the Scheduling and Planning Step by Step guide. Complete the tasks to get up and running.

• It is vital your Experience Day links to your Learner program. Complete the three training modules so you are up to speed.



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Game On Experience Day Activation Programs

Thank you.

Please review the Step 1 Scheduling and Planning Step by Step Guide within the Golf **Experience page of the Training Hub.**



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