

Scoring School Overview



Contents

- 3 Overview
- 9 Scheduling and Pricing
- 19 Running your Program Elements
- 27 Scoring Goal Challenges
- 36 Implementation
- 40 Next Steps



Overview

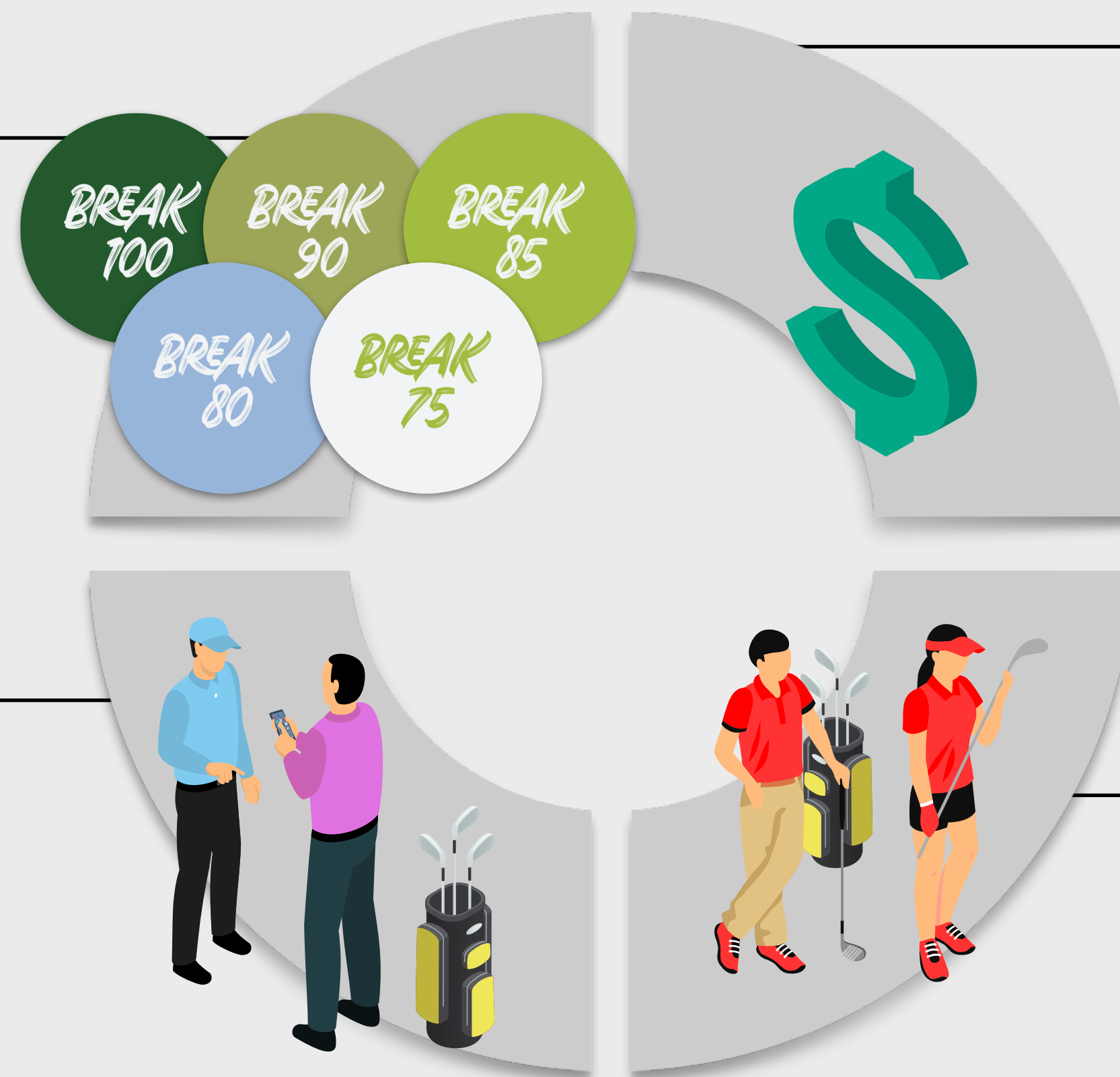


Overview of the Scoring School

This program is designed to provide an engaging, group based coaching option across a range of scoring goals. The exact scoring goal program you offer is dependant on the needs of your club, customer base and coaching team. An overview of this program includes...

5 Program Options

- There are five program options within the Scoring School program which are targeted at specific scoring goals ideal for customers at your club. Customers should subscribe to one of the five Scoring Schools dependant on their needs.



Flexibility for You

- This exact Scoring School programs you offer at your club and when these are delivered will be specific to your needs and the needs of your customer base.

Recommended to be Subscription Based

- The Scoring School programs are recommended to be offered on a subscription basis across the five program options with the program elements included.

Group Coaching Delivery

- All the Scoring School programs elements are delivered on a group basis.

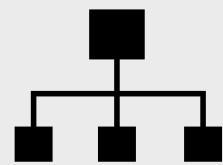
Purpose of the Scoring School

The Scoring School is designed with a clear output which will drive value to your customers coaching experience, connect to other programs within the coaching pathway as well delivering clear benefits to you and your club. The purpose of a Scoring School program specifically includes...



Drive Game Development Based on Scoring Goals

- The Scoring School is specifically targeted towards engaging customers at your club who have a specific scoring goal. Customers sign up to one of the five programs to receive coaching and social interactions specific to their scoring aspirations.



Connection to Other Programs

- The Scoring School programs provide the ideal stepping stone from activation events such as Golf Schools. The Break 100 programs is also the ideal stepping stone after completing the Learn to Play Golf Program.



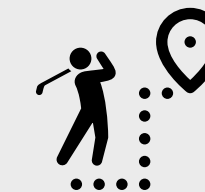
Drive Supplementary Coaching

- These programs provide a supplementary coaching opportunity for those engaged in other elements of coaching pathway such as the private coaching and the Skills Pathway.



Harness and Drive New Social Connection

- These programs will help drive social connections. Those enrolled can crucially meet others within the same scoring goal aspirations to help drive game development as well as external play and practice at the club.



Provide a Long Term Pathway

- The Scoring School programs provide a long term coaching pathway for customers which will keep them engaged in coaching at the club. Customers can move seamlessly from one Scoring School program to the next based on their scoring goal achievements.

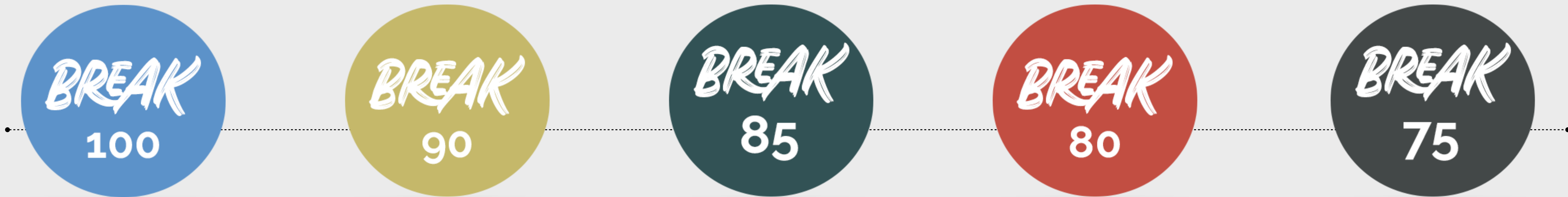


Alternative Coaching Proposition

- These programs offer an alternative coaching opportunity for customers at your club. Group based coaching will provide the opportunity to develop social interactions as well as offer a attractive price proposition.

The Five Programs

Within the Scoring School there are five core programs. These have been designed to cater for a range of customers at your club and offers them an attractive scoring goal progression. It will also allow customers to meet others of similar aspirations. The Five Scoring Goal Programs are...



This is the ideal stepping stone for customers who have completed the Learn to Play Golf Program. It is targeted at those looking to score consistently under 100.

Targeted at those looking to score under 90 and those who may currently be scoring consistently in the 90's on the course with the occasion score in the 80's.

Targeted at those looking to score under 85 and those who may currently be scoring consistent in the low 90's or in the high 80s. This is one of the most popular scoring targets in golf club membership.

Targeted at those looking to score under 80 and those who may currently be scoring consistently in the low 80's or occasionally in the high 70's.

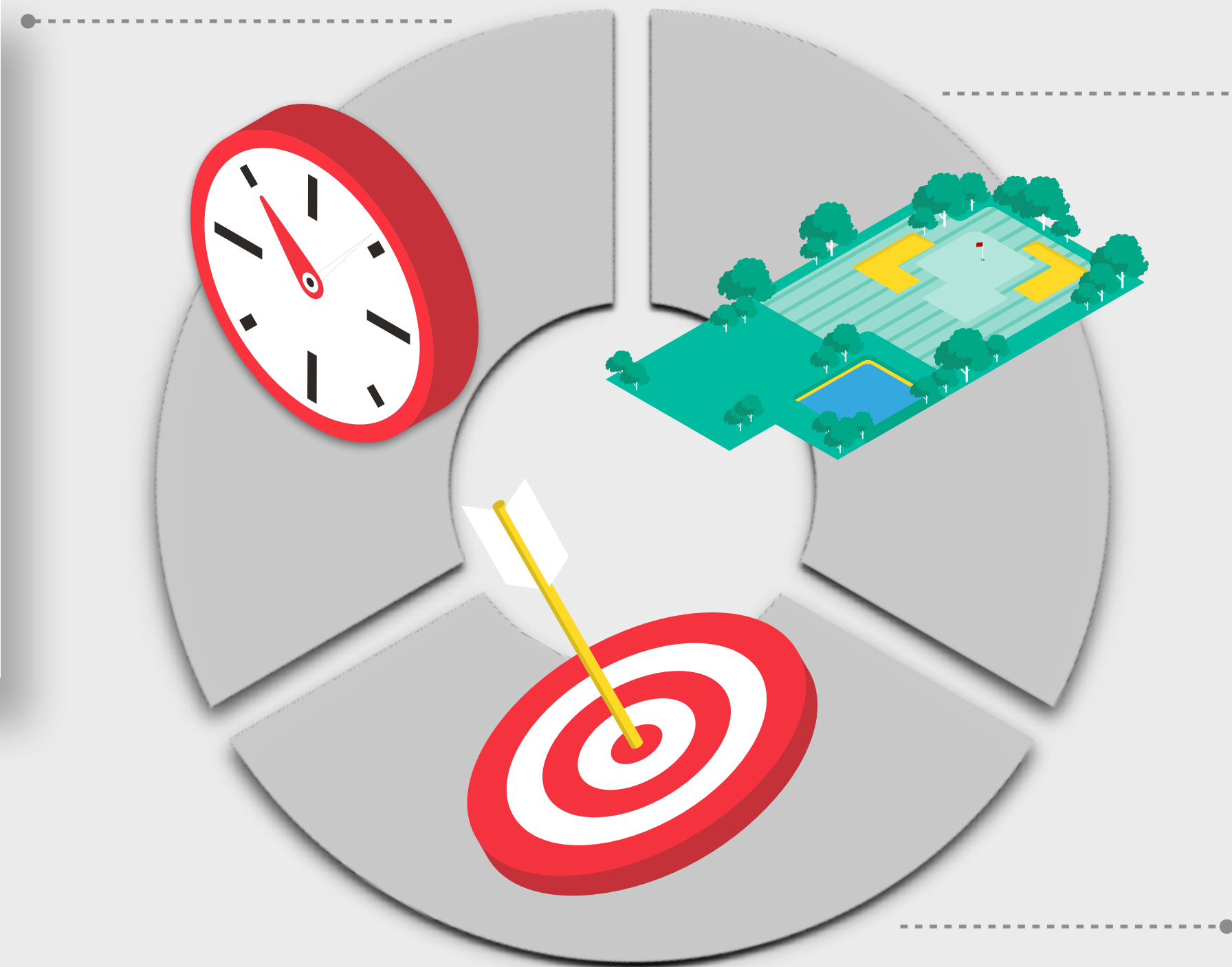
Targeted at those looking to score under 75 and those who may currently be scoring consistently in the mid to high 70's.

What's Included?

You have the flexibility to add additional options to each of the Scoring School programs and decide which of the five programs to offer at your club. However, it is recommend that you offer registration of the program on a subscription basis and within the monthly fee the following is included...

Weekly Group Based Themed Class (3 Per Month)

Customers can attend a weekly 90 minute group based class focusing on a specific topic with content tailored to their specific scoring goal. These classes will focus on Swing, Short Game or Putting skills and include an opportunity to interact with others, receive coaching from you and participate in effective practice games and drills.



Monthly 9 Hole Playing Event

Customers can attend a monthly 9 hole playing event designed to help them meet and play with others of similar scoring goals as well as track their progress and receive on course assistance from you. You may run different events for different scoring goals or one single event with groups separated by scoring goal aspirations.

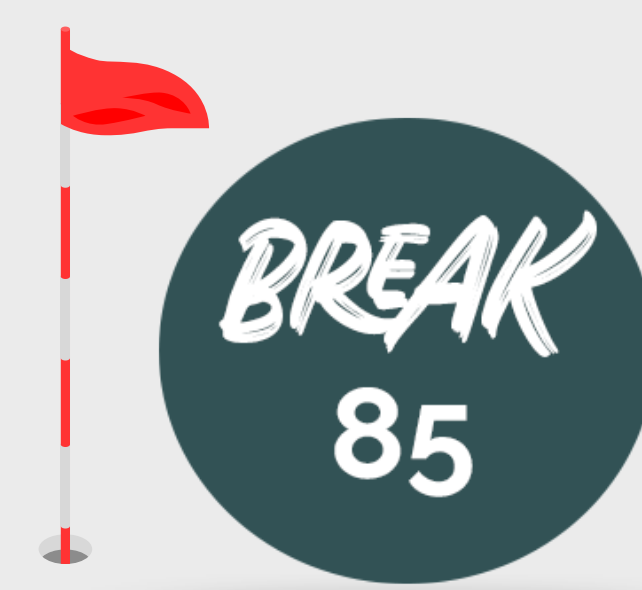
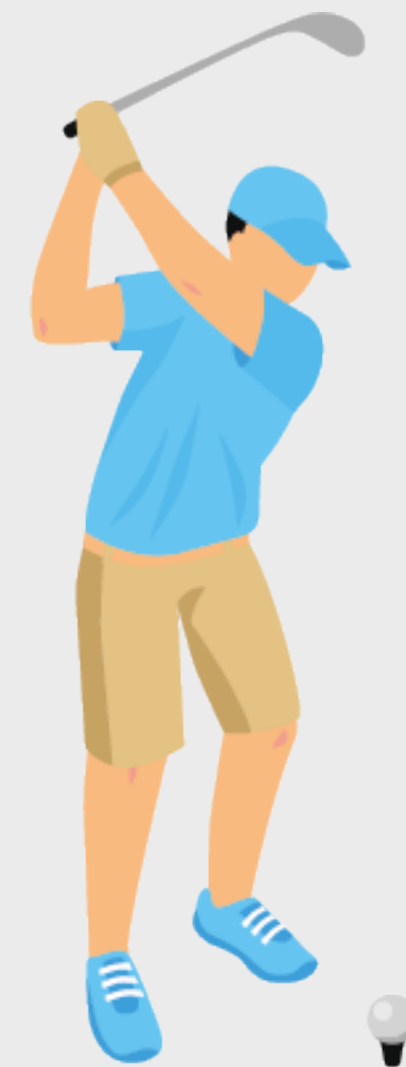
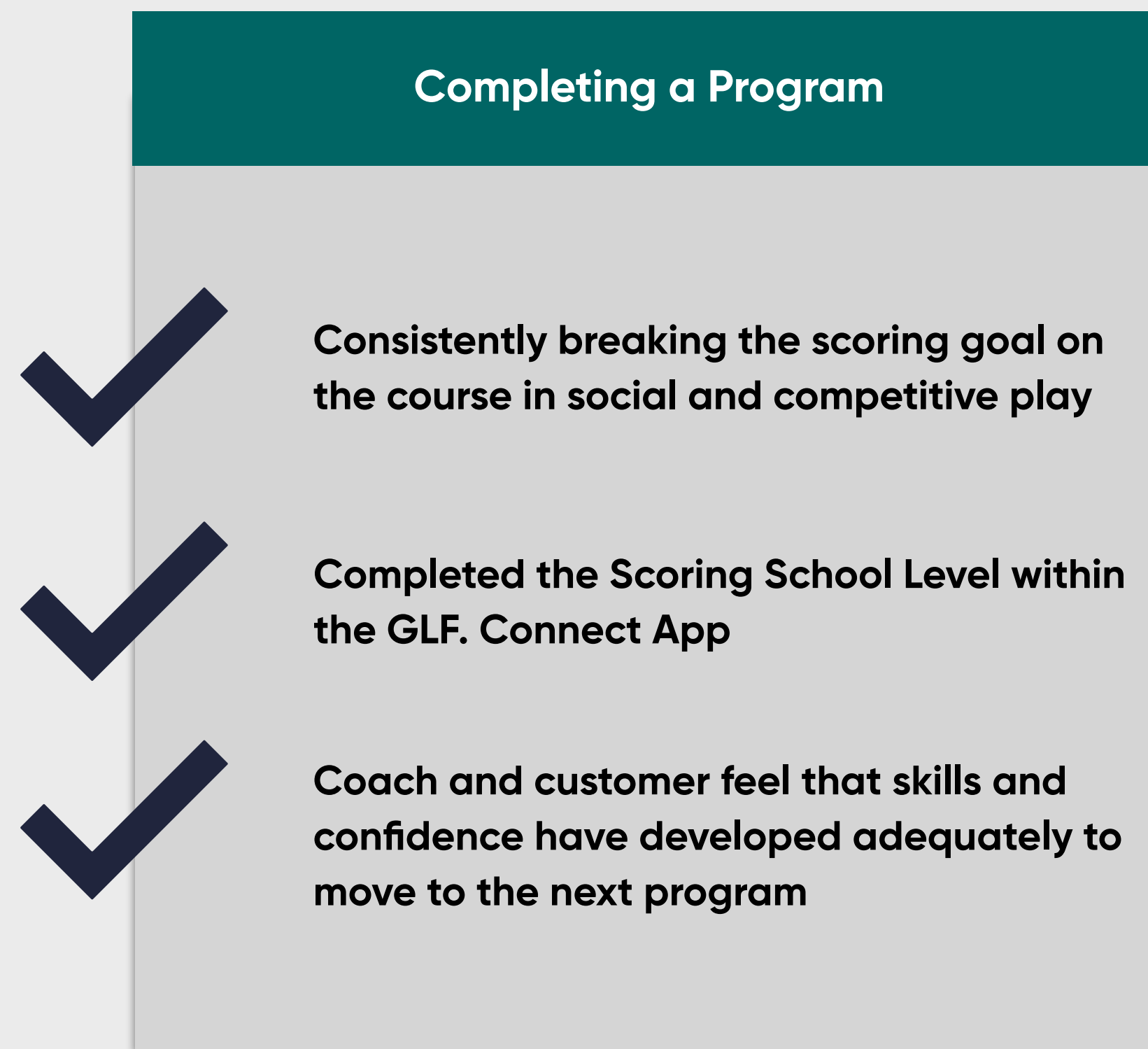
Challenge Club Class (1 Per Month)

Customers can attend a 90 minute challenge club session once per month, ideally scheduled on the week without a weekly themed class. This is an opportunity to attempt the Scoring Goal challenges and these sessions rotate around Swing, Short Game and Putting.

Completing a Program

The Scoring School program has been designed as a long term social group program. A customer should enrol on a scoring goal program based on their current skill level and scoring goal. You are the guide to help a customer navigate the program and move from one scoring goal program to the next.

A range of scoring goal challenges have been developed and integrated into the GLF. Connect App to help you guide the journey of the customer. A customer may be ready to move the next scoring goal program based on the following...

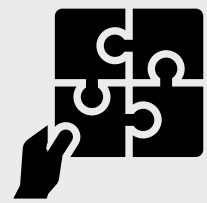


Scheduling and Pricing



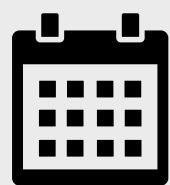
Scheduling Summary

The needs of your venue will be unique and therefore this will influence the exact Scoring School and size of program you will choose to offer. However there are some key points we recommend you consider to help you in regards to scheduling your program elements...



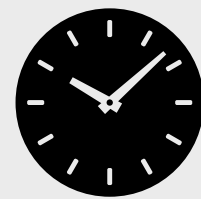
Utilise the Scheduling Guides

- In the Scoring School page of the Coaches Toolbox you can access a scheduling step by step guide which will help you with a number of recommended actions during this step of implementation.



Scheduling and Bookings through GLF. Connect.

- All program elements should be scheduled and bookings processed through your GLF. Connect system. This will ensure that you can add value to the customers experience, track your events sign ups, engage with participants and measure the events success.



90 Minute Classes

- Each of the themed classes and challenge club sessions within each scoring school are recommend to 90 minutes in length in order to cover the program learning opportunities and engage the customers.



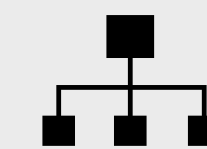
Flexibility for You

- You have the flexibility to decide on the specific scoring schools you offer at your club, the exact level of the program you offer and when these are scheduled through the program year.



9 Hole Play Event

- Included within the monthly subscription is access to a 9 hole play event and this is recommend to be scheduled once per month with adequate time allocated for all who attend to complete 9 holes.



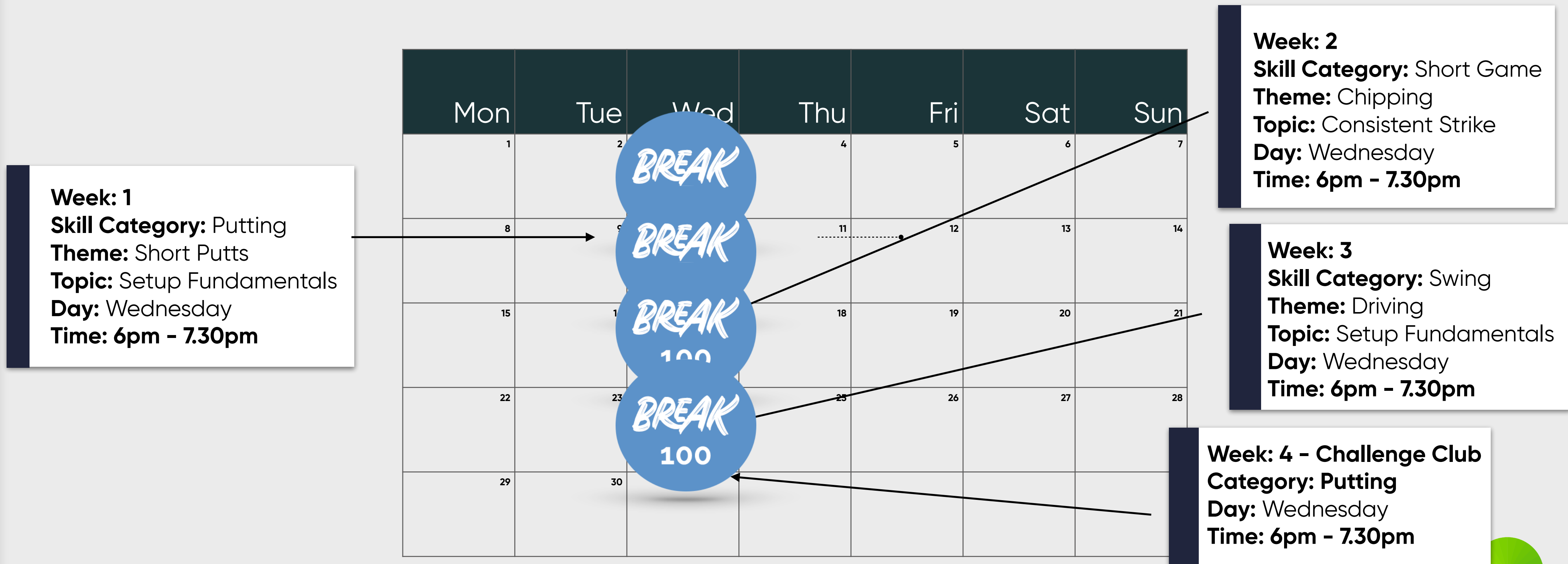
Program Element Connections

- When scheduling your program elements we recommend you ensure they connect together to maximise engagement in the classes and events that can be accessed within the monthly subscription.

Scheduling Scoring School Themed Classes

An example below shows the three themed classes scheduled in the first three weeks of the month followed by the monthly challenge club session within the Break 100 program. These are all scheduled on the final week at the same day and time. Each week rotates around a skill category and has a specific theme and topic.

The challenge clubs rotate each month around the three skills and customers have an opportunity to attempt the challenges across each skill area...



Scheduling a Scoring School Play Event

Included within your specific Scoring School program should also be a monthly 9 Hole play event. This event is an opportunity for those enrolled in the program to play 9 holes on the course under your supervision and with others of the same scoring goal.

An example below shows the monthly play event scheduled on the Saturday afternoon and therefore a different day to the themed classes and challenge club. You may decide to run different play events for different Scoring School programs or link these together. This will depend on the size of your program, availability and access to the golf course. We recommend your event runs for 3 hours depending on number of customers attending...

Mon	Tue	Wed	Thu	Fri	Sat	Sun
1 BREAK	2 BREAK	3 BREAK	4	5	6	7
8 BREAK	9 BREAK	10 BREAK	11	12	13	14
15 BREAK 80	16 BREAK	17 BREAK	18	19	20	21
22 BREAK 80	23 BREAK	24 BREAK	25	26	27 Scoring School! 75 80	28
29	30					

Monthly Play Event Saturday 27th April Starting at 4pm

Time	Activity
4pm	Collect Scorecards/ Meet and Greet
4.10pm	Tee Times Start
6.45pm	Play Finishes/ Collect Scorecards
7pm	Event Finishes

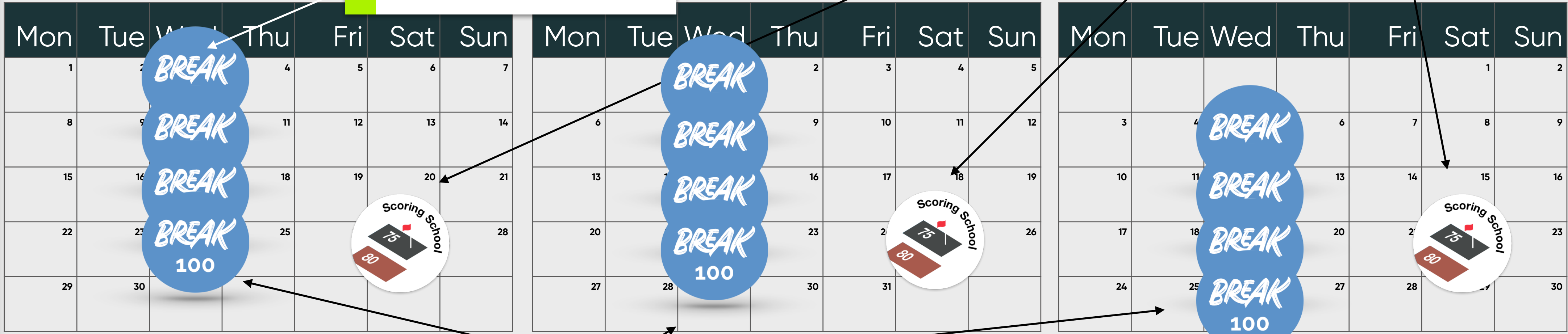
Scheduling Example over 3 Months

Below shows an example of how the three program elements link together on a monthly basis and over a 3 month period using the Break 100 program. Over the 3 months, your customers will have had an opportunity to attend 9 themed classes which rotate evenly around the three skill categories and topics.

Customers will also have been able to attend three challenge club session, with one in each skill category. Therefore customers will have had an opportunity to attempt each of the scoring goal challenges. They will also have had the opportunity to attend three Play Events...

Play Event on the Final Saturday of the Month

Themed classes rotating around Swing, Putting and Short Game themes



Challenge club Rotating Around Swing, Putting and Short Game

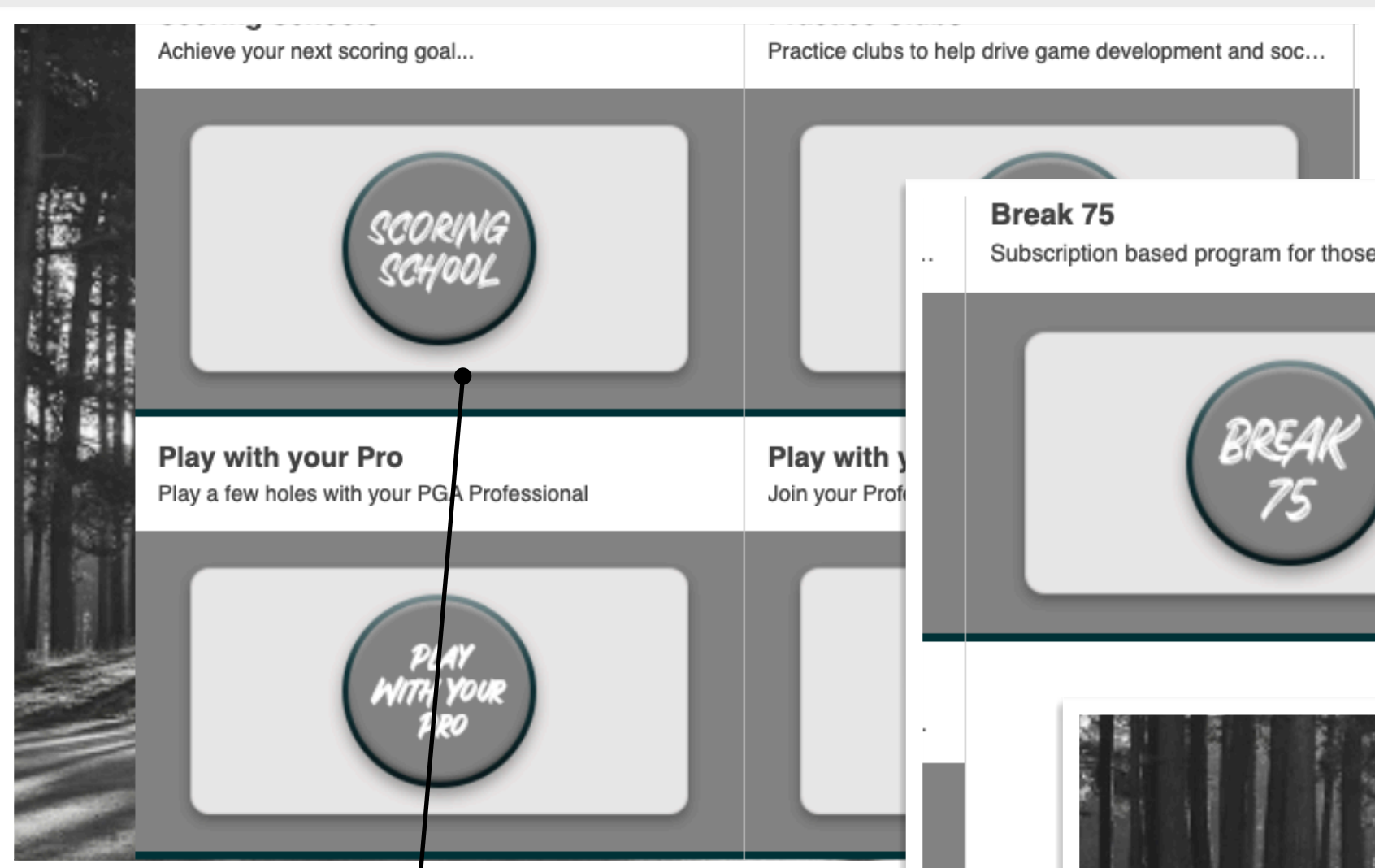
Scheduling through GLF. Connect

It is important that when scheduling a Scoring School program that you schedule it correctly in your GLF. Connect system. The different supporting resources, including the Step by Step Guides and Training elements from the GLF. Connect support team, have been built based on the elements being scheduled in a specific way...

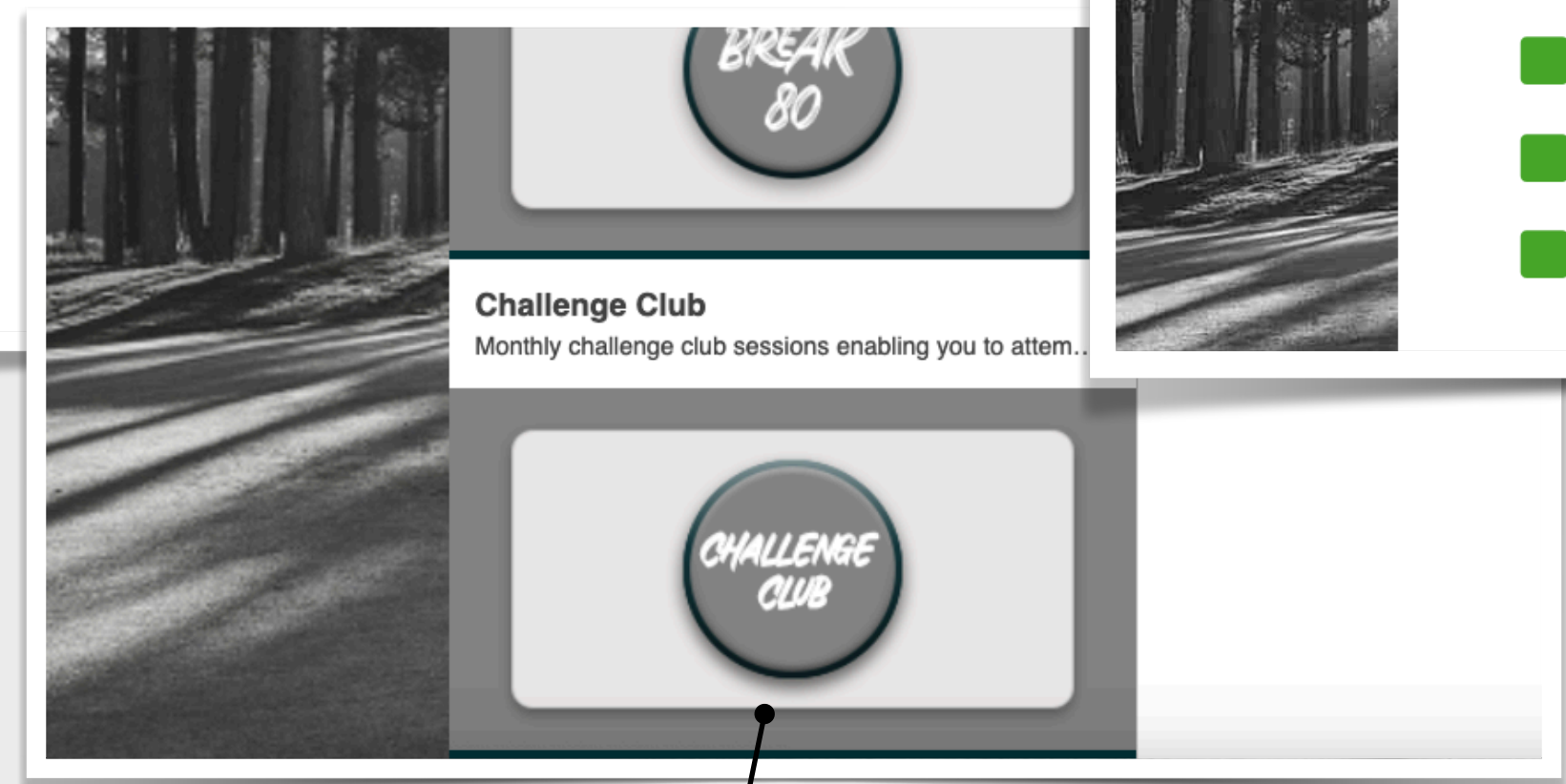
4

Further training is available to help you setup your program elements correctly within the Scheduling section on the Coaches Toolbox Scoring School page.

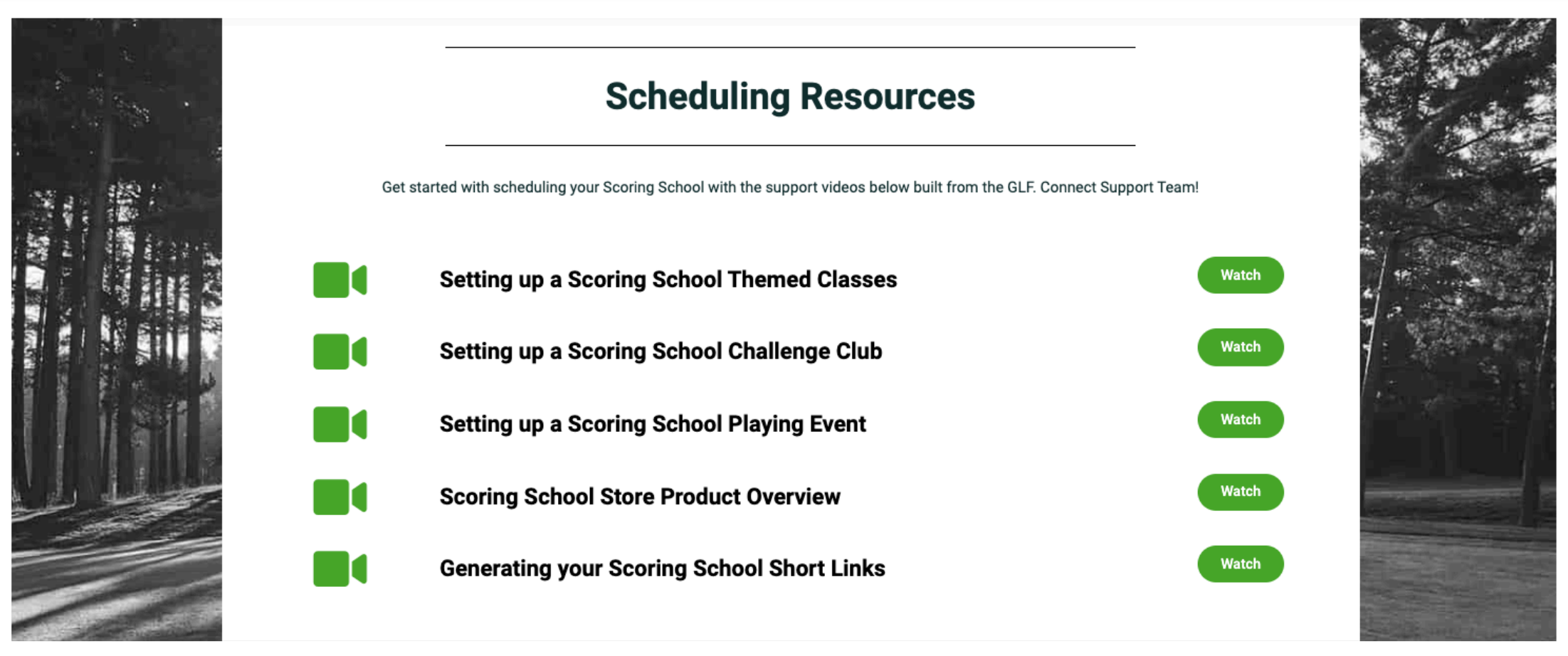
2 Schedule the Themed Classes and Playing Events via the Specific program sub filter



1 Use the Scoring School Coaching Filter



3 Schedule the Challenge Club via the Scoring Event Sub Filter

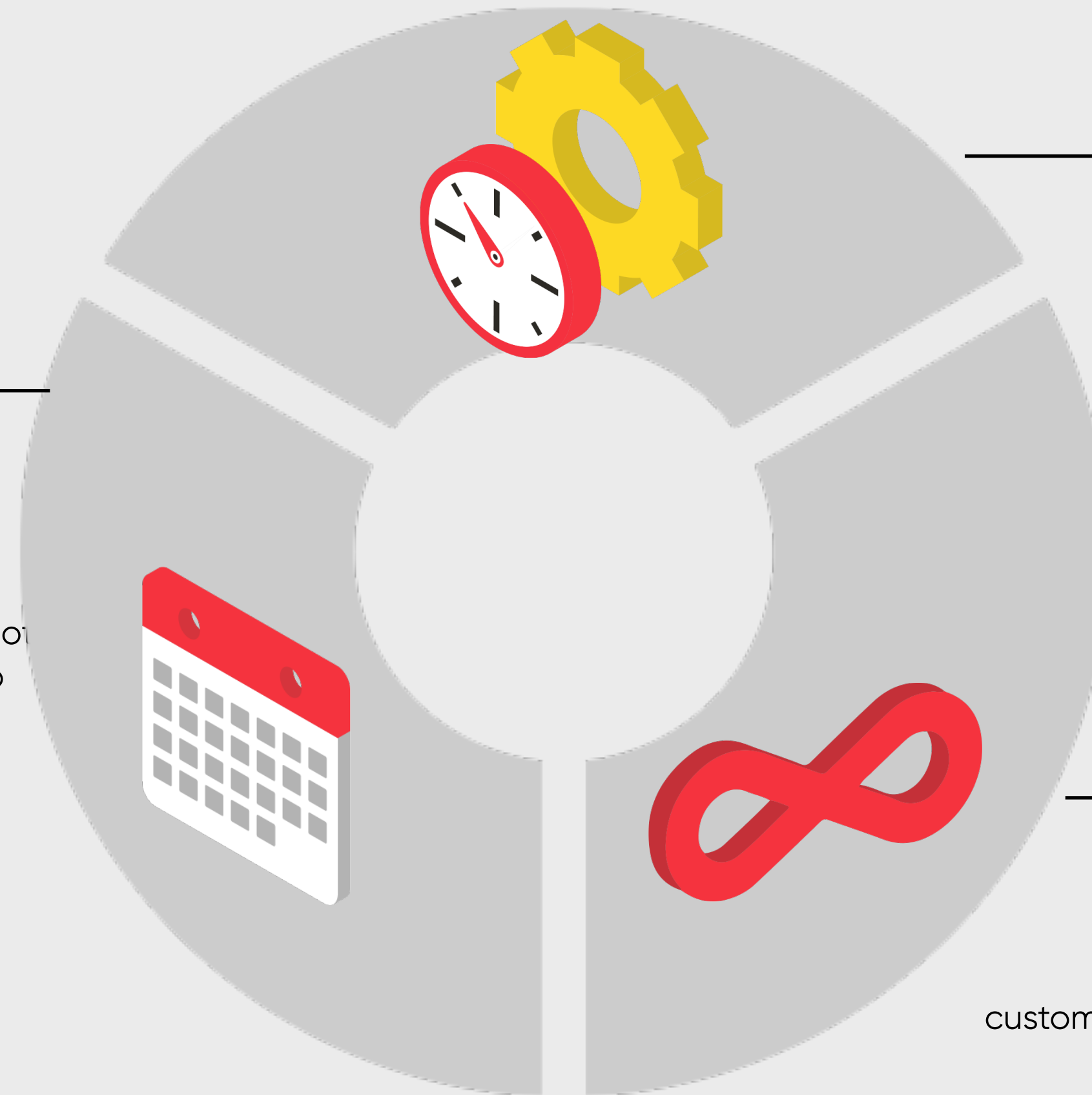


Subscription Based Program

We recommend that you should charge for each Scoring School program under a monthly subscription. A subscription-based model is an effective way of running a program of this type and it will be of benefit to you in the following ways...

1. Long Term Commitment

A subscription based model helps with gaining long term commitment from customers into the program, which will not only drive recurring revenue but also engagement in the program.



2. Reduces Admin

Sure, there is some upfront work to do, but this model will pay off in the long term by reducing the administration involved with running your program.

3. Reduces Attrition

A subscription-based model will help you retain customers into the program and reduce those that drop out of the program.

Guidance for Pricing your Scoring School

The price of your programs will vary depending on a number of factors that will be specific to your coaching business and club. When pricing your program we recommend that you consider the following...

1

What's included...

3 x 90 Minute Weekly
Themed Classes

1 x 90 Minute Challenge
Club

1 x 9 Hole Playing Event

2

Hourly Rate and Durations

When pricing your program you should consider your hourly coaching rate. You also need to consider the duration of each program element, the number of students who can attend each element and the level of support and coaching you will provide.

3

Price Proposition

You will also have to make an assessment of the price proposition to your target market. You may have to adjust the price accordingly to suit the customer base you are targeted to ensure the program is an attractive proposition.

4

What extras?

You may need to add to the per person price any extras you are adding. This may include a charge for Golf course access, equipment or golf balls.

Example Pricing of a Scoring School

Within a Scoring School you should include the three elements of the program and each of these are different in regards to their duration and then number of times they are delivered within the month for each subscription payment.

When pricing your programs, you should assess the price for each element and then produce a total monthly subscription amount that you will charge to each customer...



3 x Weekly Themed 90 Minute Class

\$90

1 x 90 Minute Challenge Club

\$30

1 x 9 Hole Playing Event

\$30

TOTAL MONTHLY SUBSCRIPTION

\$150

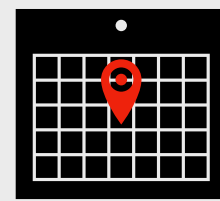
Further Guidance

Running your Scoring School program as a monthly subscription will throw up some operational challenges that you will need to consider. We have provided below some of these most important points to consider before promoting your program and when communicating with your customers...



Payment at Start of the Month

- We recommend that you organize the monthly payment amount to be made by customers at the start of each month.



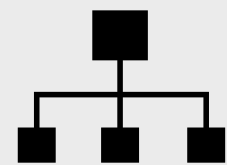
Handling Mid Month Sign Ups

- If students want to begin attending your program elements mid month consider offering these as a trial or charge a one off fee for this. We don't recommend you begin the monthly payment in the middle of each month.



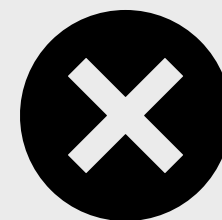
Consider a Minimum Term

- Prior to marketing your program you should outline whether there is a minimum sign up term or if customers are paying on a month by month basis.



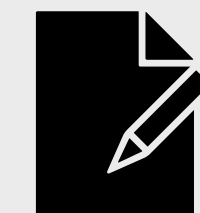
No Rollovers

- You need to make it clear to customers before they sign up to the program that the monthly fee covers access to the program elements within the month and this cannot be rolled over into the next month.



Handling Cancelled Classes

- From time to time you may need to cancel a program class or event, perhaps due to weather or illness. When this happens you should aim to organize an alternative time within the same calendar month.



Be Clear with your Terms and Conditions

- With this program it is important your clearly outline the terms and conditions of your program. Ensure your marketing clearly provides the most important points and a link to further information.

Running your Program Elements



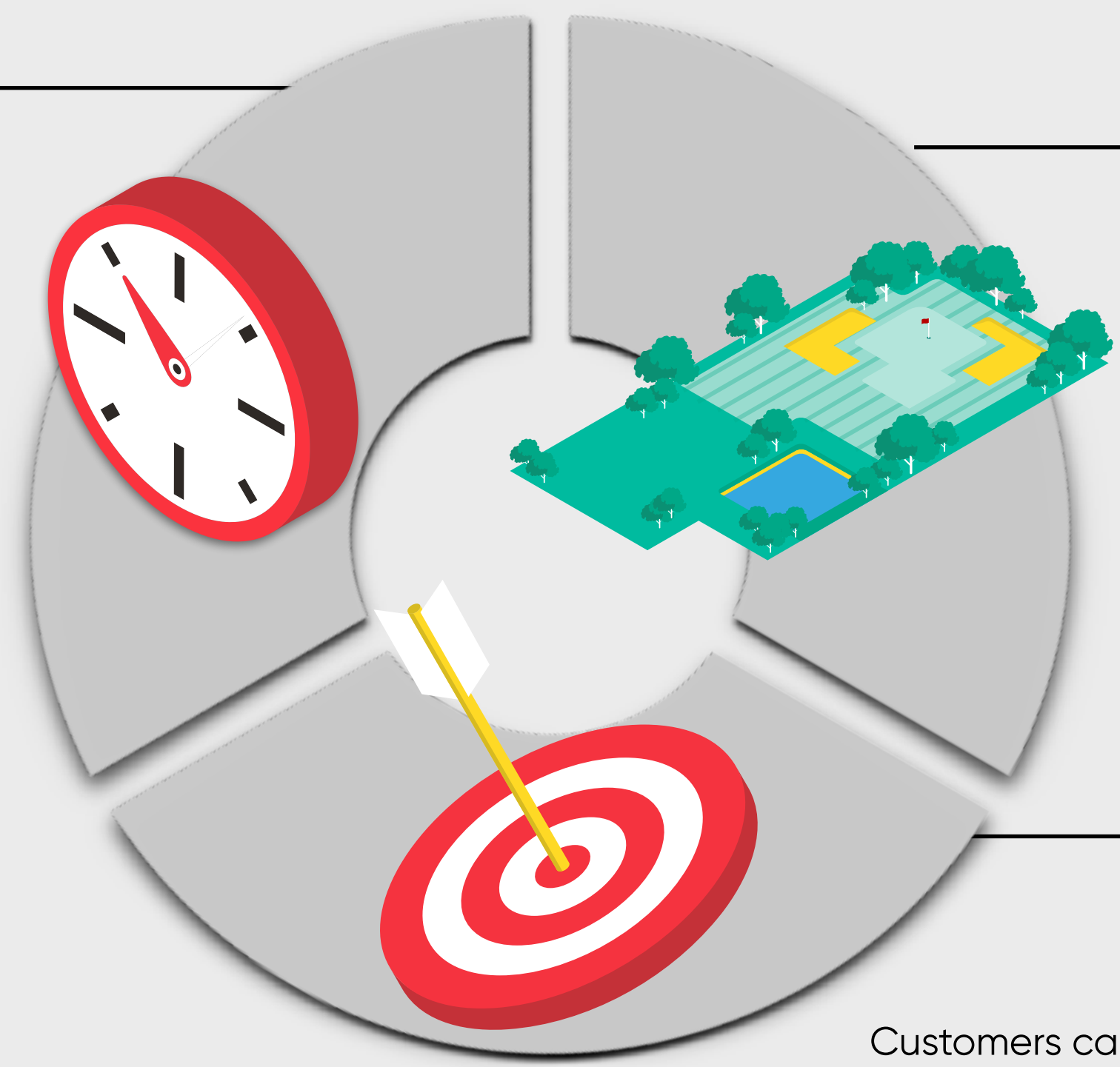
Three Program Elements

As we have explored, there are three elements to any Scoring School program, designed to help your customers to develop their skills, track progress and forge social connections with others who have the same scoring goal aspirations. The three program elements are...

90 Minute Weekly Themed Classes

Customers can attend a weekly group based class focusing on a specific topic. Class will rotate around three skill categories and sub skills...

- **Swing**
 - Driving
 - Fairway Woods/Hybrids
 - Iron Play
- **Putting**
 - Short Putts
 - Long Putts
 - Scoring
- **Short Game**
 - Chipping
 - Pitching
 - Bunker Play



9 Hole Play Event

Customers can attend a monthly 9 hole playing event designed to help them meet and play with others of similar scoring goals. They can also earn their on the course Scoring School challenges and record their scores.

90 Minute Monthly Challenge Club Session

Customers can also attend a challenge club session once per month. These rotate around the following skills:

- Swing
- Putting
- Short Game

Themed Class Curriculum

The themed classes have been designed with a recommend curriculum that ensures that the classes across each scoring goal programs provide the appropriate learning opportunities for those attending based on their skill level and aspiration. The curriculum also has been built so that each program flows into the next ensuring their is progression for students. In the Scoring School pages of the Coaches Toolbox you can access a recommended curriculum for the Scoring School and each program. This then links to the example class plans that can be used for each class...

On the Scoring School selection page and each individual program page, the curriculum can be viewed on your device or downloaded.

Curriculum Resource

Find all the themed class plans you need to run a successful Scoring School Program right here...

📄

Scoring School Curriculum

[Download](#)

The Scoring Schools

Putting				Swing			
Short Putts	Long Putts	Scoring	Chipping	Bunker	Irons	Fairway Woods and Hybrids	Driver
Set Up Fundamentals / Path and Face	Distance Control Basics	Green Reading	Developing Consistent Str	Set Up / Understanding Contact	Set Up Fundamentals / Basic Aim	Set Up / Understanding Strike	Set Up Fundamentals / Path and Face
Face Aim / Attack Angle	Optimizing Ball Roll	Pre-Shot Routine	Using Differe Clubs				Attack Angle / Strike
Centered Strike	Distance Control Concepts	Advanced Green Reading	Landing Zr Understr R	Club Selection / Distance Control	Underst Path and Face		
Control / Line	Lag Putting	Playing Under Pressure / Consequences		Awkward Lies	Dispersion Patterns	Club Selection / Strategy off the Tee	Adding Speed
				Awkward Lies	Flight and Spin Control	Flight and Trajectory Control	Shot Shaping / Developing a Stock Shot
				Short Game Challenge Week		Swing Challenge Week	

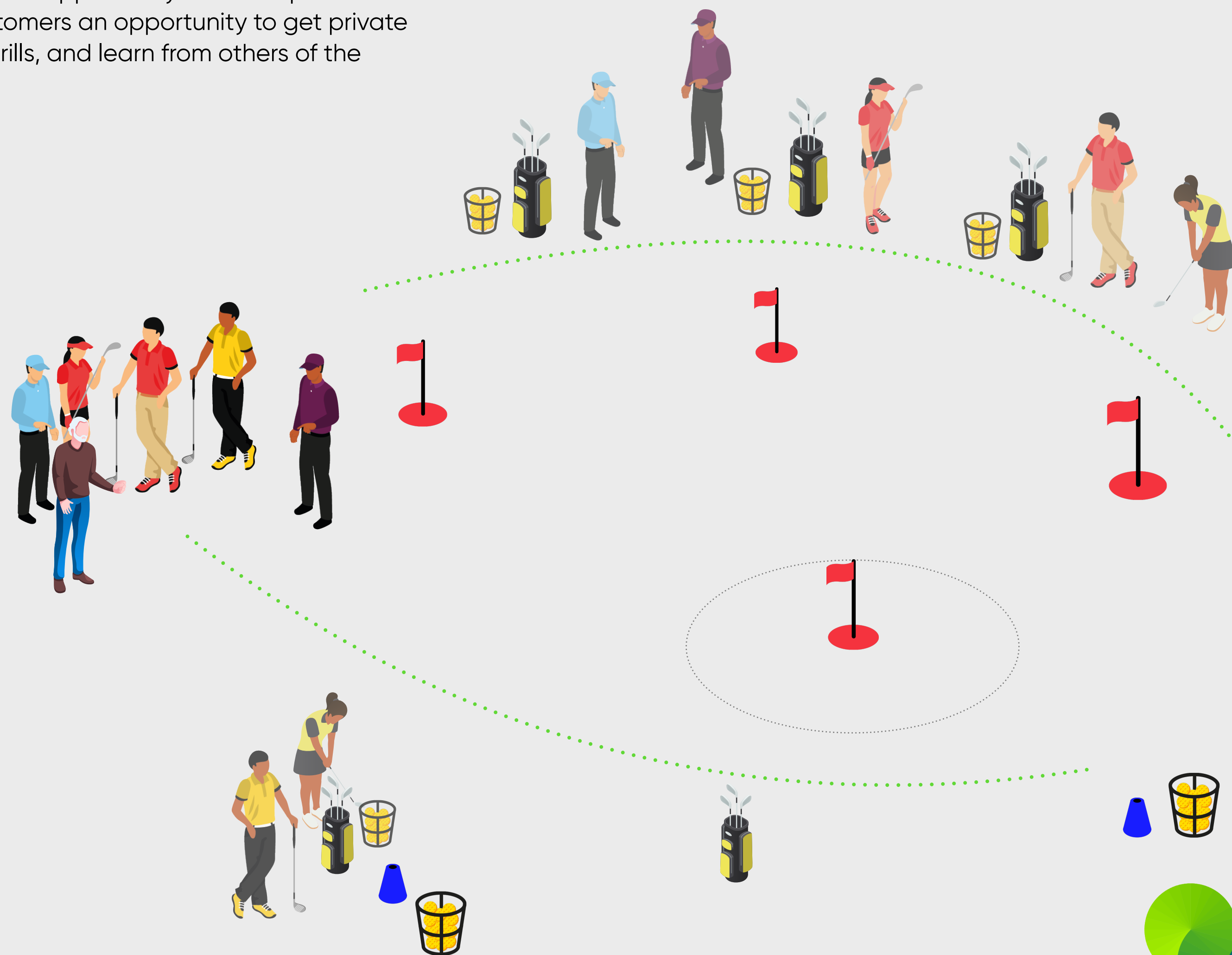
The curriculum provides a recommendation to Skill Theme within each skill category and then a topic to explore within each class for each scoring goal program.

Structure of a Themed Class

Themed Classes are designed to provide your customers with an opportunity to develop the skills they need to achieve their specific scoring goals. It offers customers an opportunity to get private coaching from you, practice effectively through games and drills, and learn from others of the same scoring goal aspirations.

Included in a Themed Class

- ✓ Opportunity for group discussion and demonstrations
- ✓ Practice games that can be completed in pairs or groups
- ✓ Effective practice drills that can be completed on a private basis
- ✓ Opportunity for private coaching
- ✓ Opportunity to attempt one of the Scoring School challenges



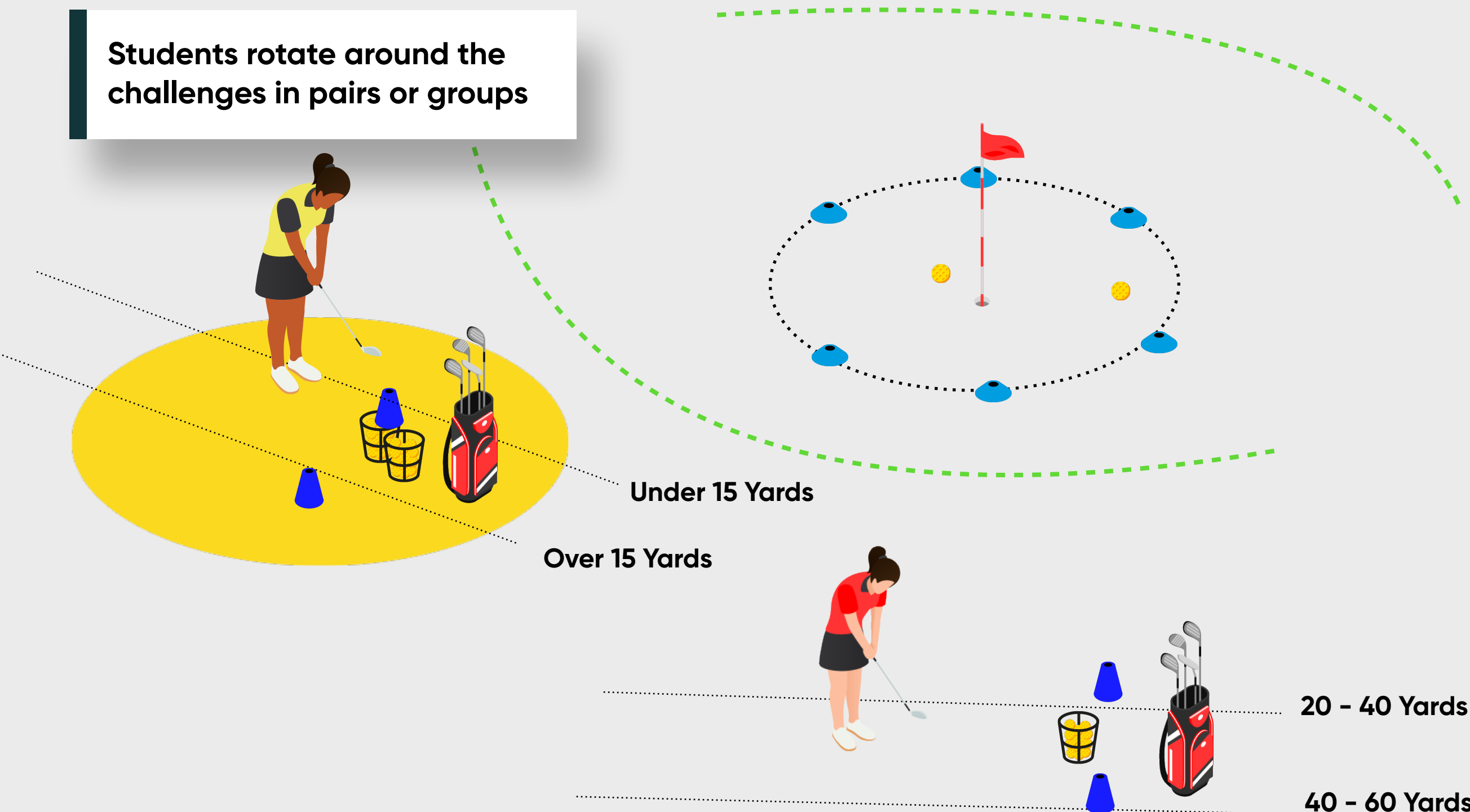
Structure of a Challenge Club

The challenge clubs are designed to provide your customers with an opportunity to attempt the Scoring School challenges. The challenge clubs should be run once per month and focus on a specific category. The specific challenges within a category should be setup allowing customers to attempt each of the challenges in groups or pairs.

In the example below, The specific challenge club is focussing on Short Game and customers can rotate around the Pitching, Chipping and Bunker Play Challenges...

Students rotate around the challenges in pairs or groups

Opportunity for group discussion and demonstrations of the challenges



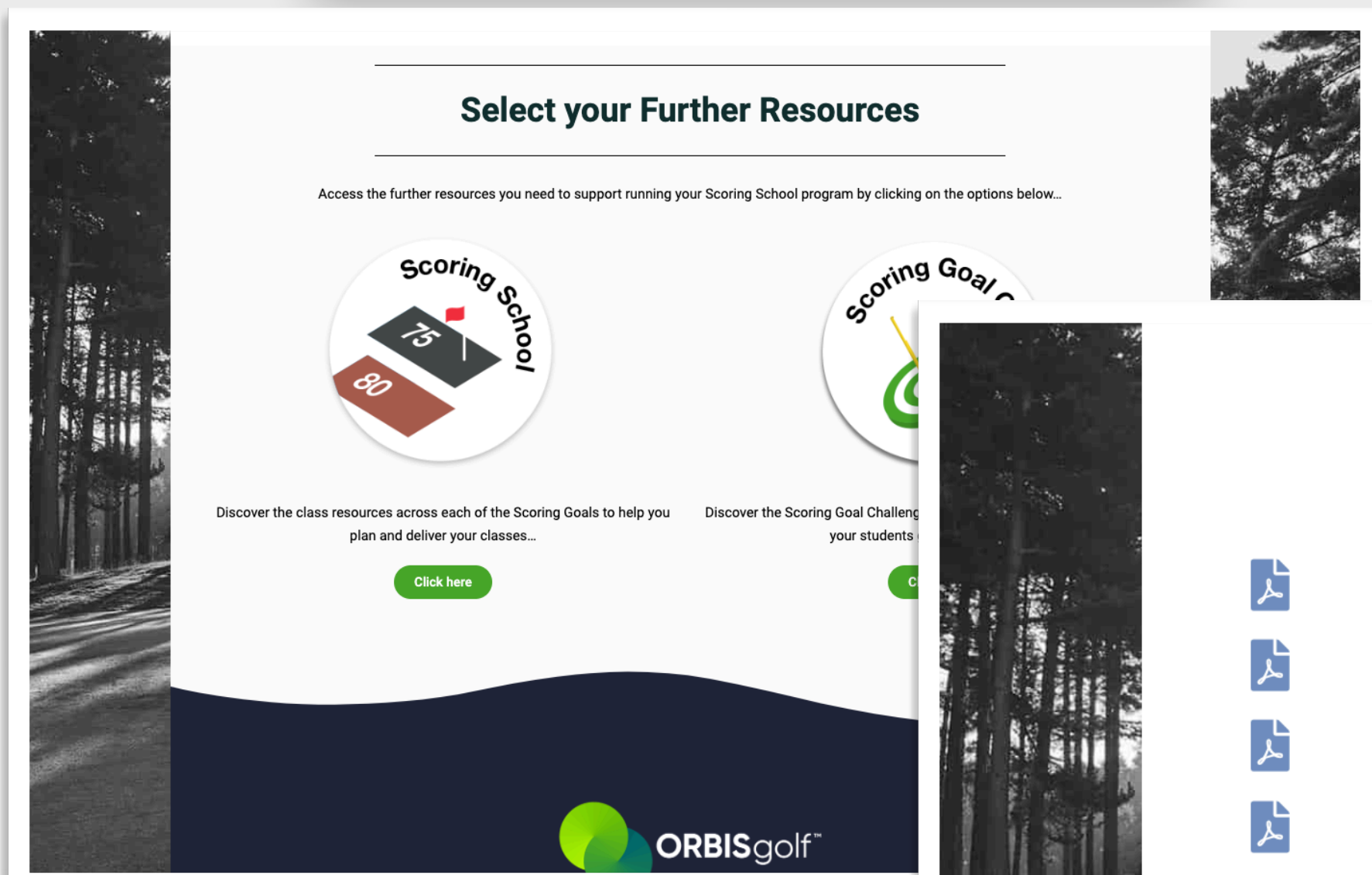
Opportunity for recording of challenges and progress on GLF. Connect

Accessing Class Plans and Resources

To assist you in planning and organising your themed classes and challenge clubs, you can access downloadable class plans through the Coaches Toolbox for each of the scoring goal programs. Follow the steps below to access these resources...

1

Navigate to the Further Resources section at the bottom of the Scoring School page



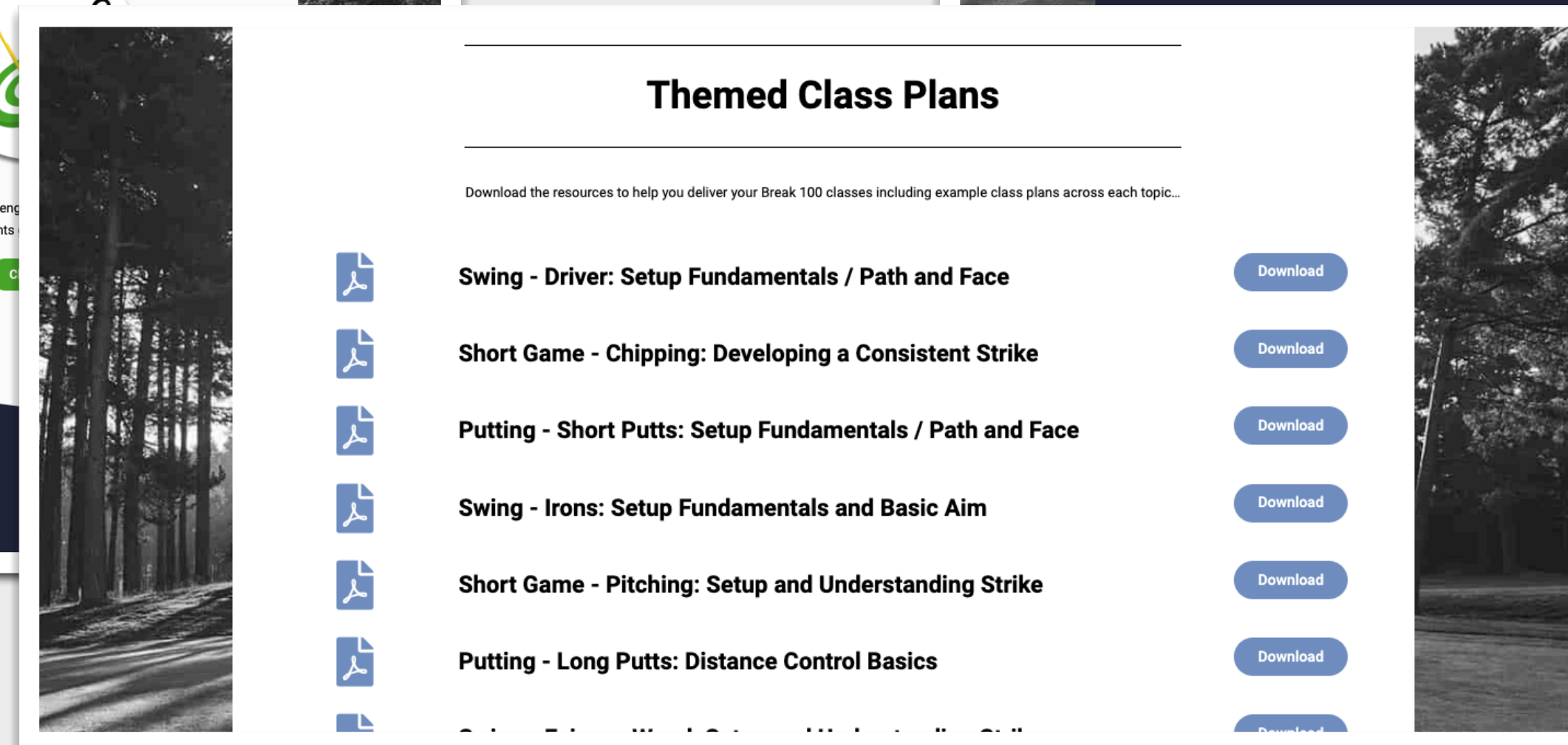
2

Select the specific Scoring Goal program you require on the selection page



3

Select the specific Scoring Goal program you require on the selection page



Class Plans and Resources

The example class plans have been designed to give you all the information and content you need to plan and run your themed class or challenge club effectively. The examples plans broadly include the following...

• Class Layout and Setup

The "Class Layout and Setup" section will provide you with recommendations on how to arrange each section of your class or challenge club ensuring that it is delivered safely and effectively meets the learning outcomes.

• Class Timetable

The timetable provides you with an overview of what is delivered in the class or challenge club and how it is broken down across the duration.

• Technical Guidance

Technical guidance ideas are provided in the themed class plans to help you to deliver content to those attending during group discussions and throughout the class.

• Games/ Practice Station Cards

Each themed class plan includes game cards and practice stations that you can utilise in your event to ensure the event is engaging for your attendees.

• Scoring Goal Challenges

The plans will include the specific scoring goal challenges for the class or challenge club you are running. This includes how to setup the challenges and the scoring goal challenges themselves.

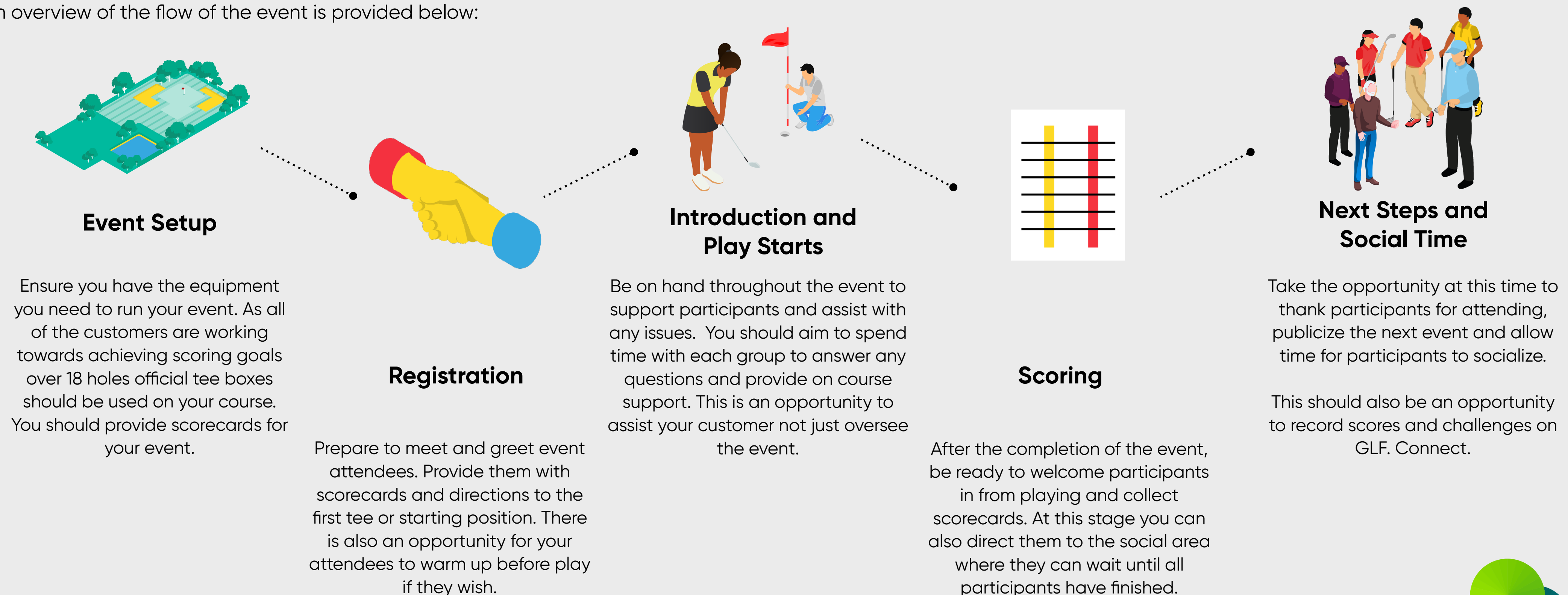
Time	Focus	Class Content	Games / Drills / Resource
15 Mins Prior	Setup and Welcome	<ul style="list-style-type: none"> Set up the games and practice stations of your preference and the scoring challenges for the specific class Be ready to welcome participants 5 minutes before the session starts 	<ul style="list-style-type: none"> Class Layout and Setup
5 mins	Introduction	<ul style="list-style-type: none"> Outline to the students the break 100 program and the structure and format of the week Introduce the students to the various scoring challenges, and how this will map out their strengths and weaknesses 	
25 mins	Set Up Fundamentals Practice Stations Challenges and Games One to One Coaching Group Discussion	<ul style="list-style-type: none"> Students play the practice stations individually, in pairs or in groups Opportunity to provide private coaching to those attending Introduce and reinforce the technical focus points along with reasons for implementing them 	<ul style="list-style-type: none"> Perfect Posture Little step, big step Get it forward
25 mins	Path and Face Practice Stations Challenges and Games One to One Coaching Group Discussion	<ul style="list-style-type: none"> Outline to the students how to control the start line of the shot with the Driver Demonstrate to the student, how the combination of path and face will influence the direction of the shot 	<ul style="list-style-type: none"> Start Line Army Golf
25 mins	Driver Challenge	<ul style="list-style-type: none"> Set up the Driver Challenge and allow students to attempt this to see if they can achieve the Break 100 challenge Use the challenge scorecard to record the outcome of each attempt 	<ul style="list-style-type: none"> Driver Challenge Challenge Scorecard
10 mins	Media on GLF. Connect	<ul style="list-style-type: none"> Add any lesson media to the student's Student Connect area which may include notes, videos and documents Ask Students to update the GLF. Connect App if they have successfully completed a challenge across the scoring goals 	<ul style="list-style-type: none"> GLF. Connect App
15 Mins Post	Relationship Building	<ul style="list-style-type: none"> Take time after the class has finished to actively connect new students and build relationships Ensure everyone is aware of the next Scoring School themed class or challenge club class date Opportunity to upsell private lessons to those that require additional help 	<ul style="list-style-type: none"> GLF. Connect App

© 2023 Powered by Orbis Golf

Scoring Event Overview

The Scoring Event has been designed to allow customers to access on course opportunities within the program. It will help them to gain guidance from you, develop social connections with others on the program and track their skills on the course. It is your decision whether you will offer a single scoring event across all of your scoring goal programs or different events for each one. If you are delivering a single event, customers should be grouped with others in their scoring goals to maintain the integrity of the program.

An overview of the flow of the event is provided below:



Scoring Goal Challenges



Importance of Scoring School Challenges

Built into the program is the ability for your customers to track their progress across the skills within the game in the form of challenges. The Scoring School Challenges are a crucial part of the program and it will allow you and the customer to identify where they are on their journey through the program and ultimately the skills they need to achieve their scoring goal aspirate. This part of the program will drive the following benefits...



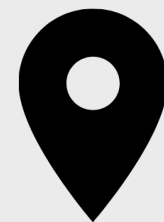
Benchmark Performance

These challenges will help you and the participant to identify where they are on their journey to achieving a scoring goal across a range of skills.



Direct Development

The challenges will help you and the participant to understand areas of their game that may need more attention in order for them to achieve their scoring goals. This will help you and the customer to build a personalised plan of improvement.



Fun, Engaging and Social Practice

These challenges will offer a fun, engaging and social element of your program. It will also encourage healthy competition among your participants.



Reward and Track Progress

These challenges will help you and the participant to track their progress through each of the skill elements and reward progress. It will also help the customer to know when they are ready to move to the next Scoring School program.



Drive External Practice and Play

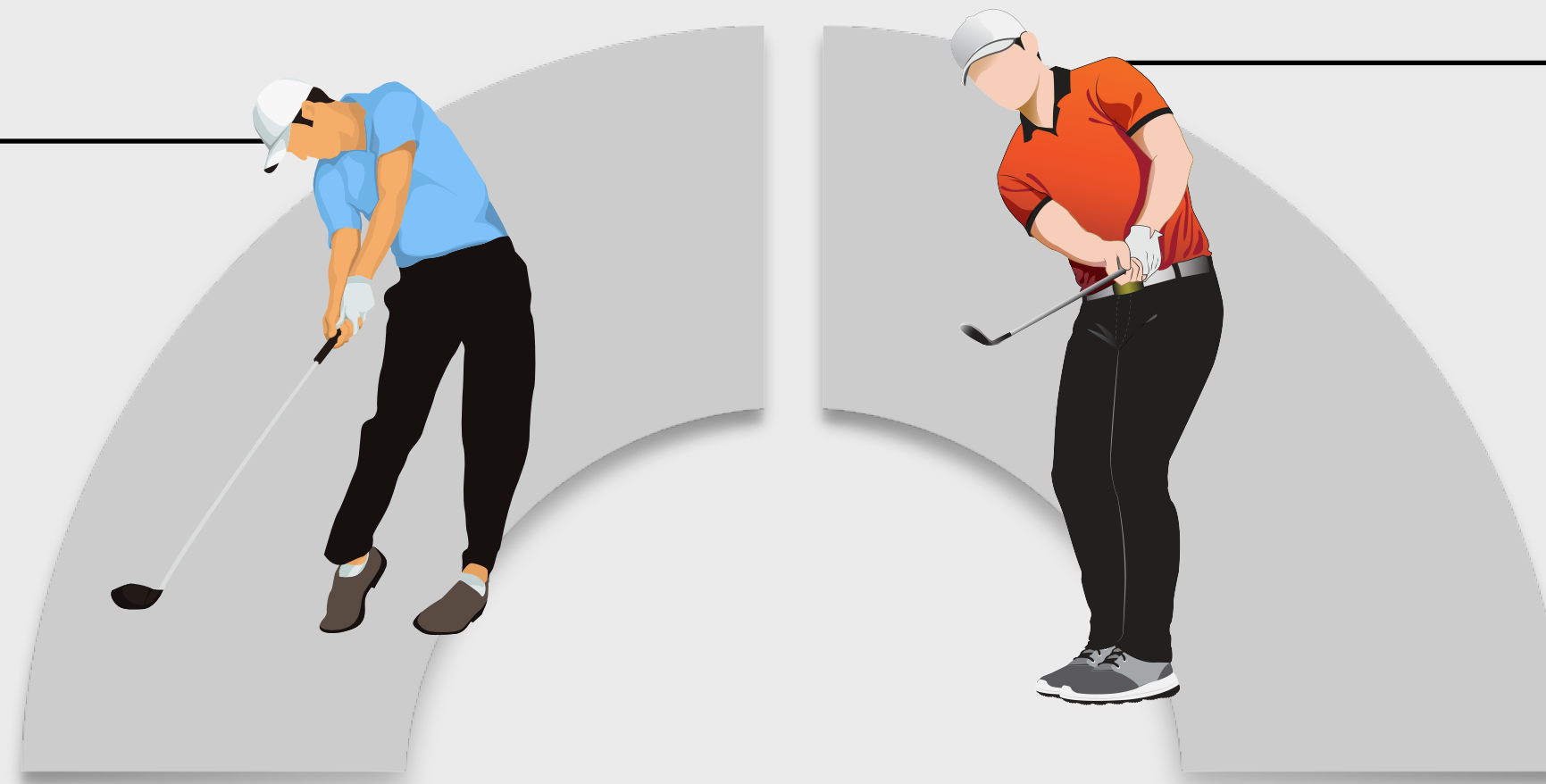
These challenges will offer an engaging element to the program that will drive independent and social practice by participants outside of the program. Increased effective practice time will accelerate the learning process.

Challenges Categories

Each customer can attempt challenges across the four skill categories. This approach allows customers to have a broad benchmark across all of the skills important for achieving their scoring goals. The four skill categories and the challenges within each are as follows...

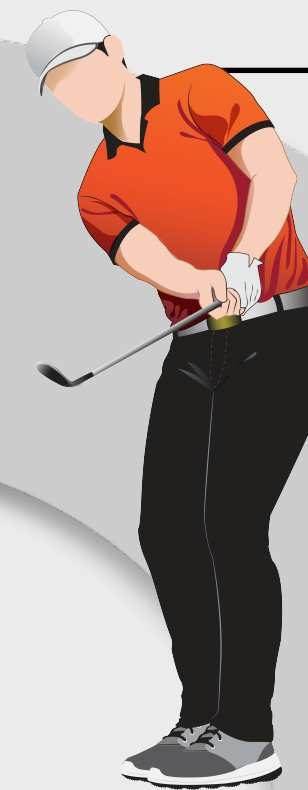
Swing

- Driver Challenge
- Fairway Woods/ Hybrids Challenge
- Irons Challenge



Short Game

- Pitching Challenge
- Chipping Challenge
- Bunker Play Challenge



On the Course

- Fairways in Regulation
- Greens in Regulation
- Score
- Driving Distance
- Putts Per Round



Putting

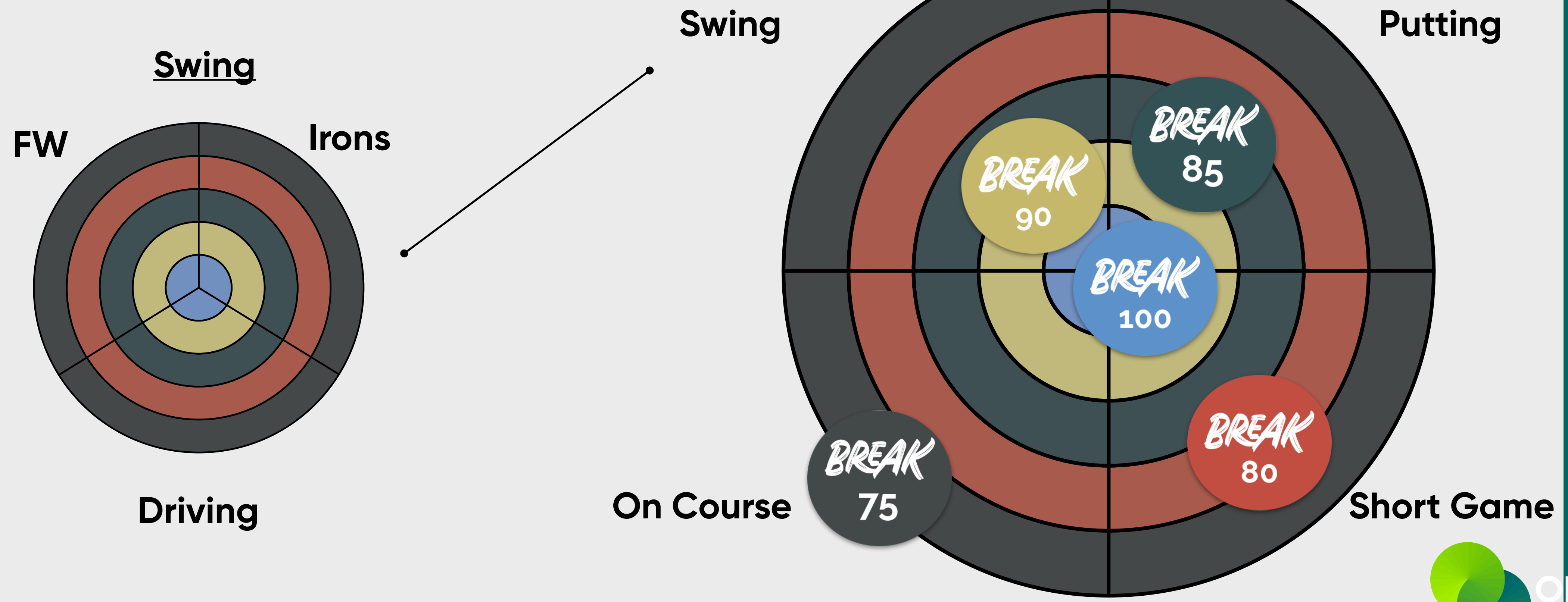
- Short Putt Challenge
- Long Putts Challenge
- Scoring Challenge



Challenge Levels

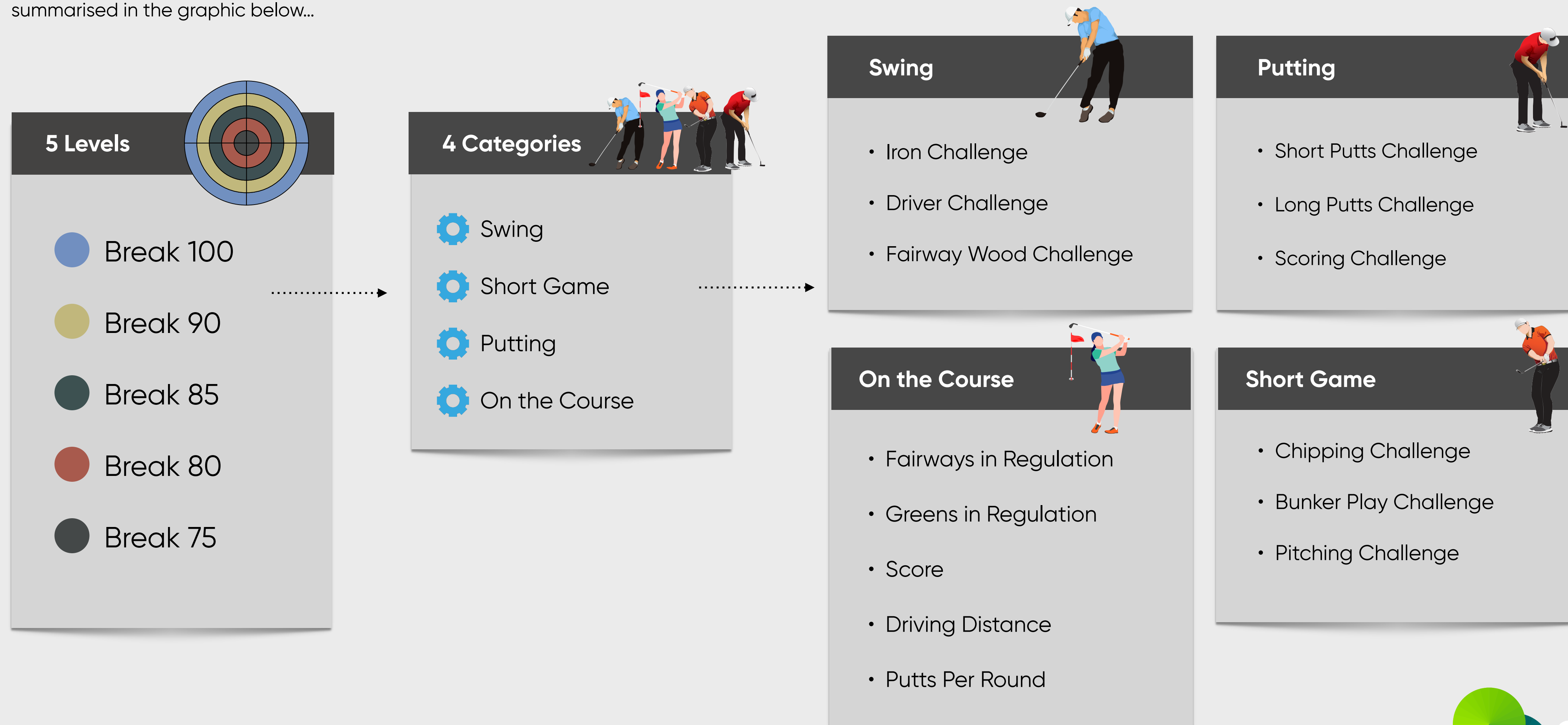
The challenges have been designed over the five Scoring Goal levels. This allows customers to identify and track their skill progress within each category and each skill relative to the Scoring School program they are attending.

In the GLF. Connect App, a visual progress wheel is used and there is individual progress when for each skill categories. As can be seen below, there are five levels and four skill categories. Within each category there are then specific skills with a challenge for each...



Scoring Goals, Categories and Challenges

In total there are 70 challenges that can be attempted across the five scoring goal levels and this is summarised in the graphic below...



Challenge Design and Attempts

All of the challenges within the swing, putting and short game skill categories have been designed to balance the ability for challenges to be attempted within classes and independent practice within a range of facilities whilst also benchmarking challenge competition across the levels. They have also been structured so that the challenge across each scoring level is the same, with specific scoring requirements outlined to define which scoring goal has been achieved by the customer.

In the example below, the bunker play challenge has been designed so that the customer attempt a total of 10 shots from two different distances. There is a single target circle around the hole and the customer records the number of attempts where the ball finishes in the circle...

BREAK
100

2/10 shots in target circle from under 15 yards
0/10 shots in target circle from over 15 yards

BREAK
90

4/10 shots in target circle from under 15 yards
2/10 shots in target circle from over 15 yards

BREAK
85

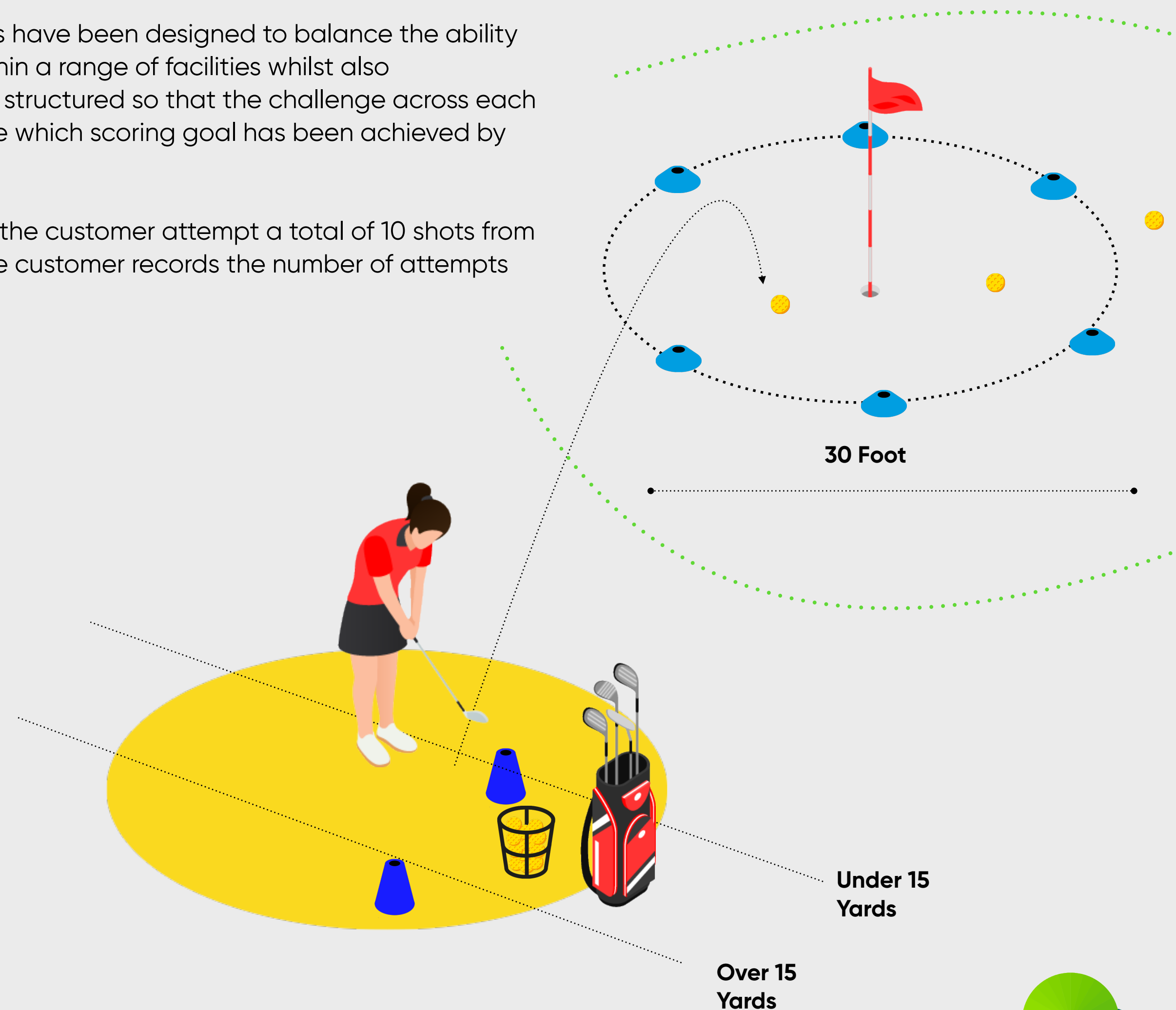
6/10 shots in target circle from under 15 yards
4/10 shots in target circle from over 15 yards

BREAK
80

7/10 shots in target circle from under 15 yards
5/10 shots in target circle from over 15 yards

BREAK
75

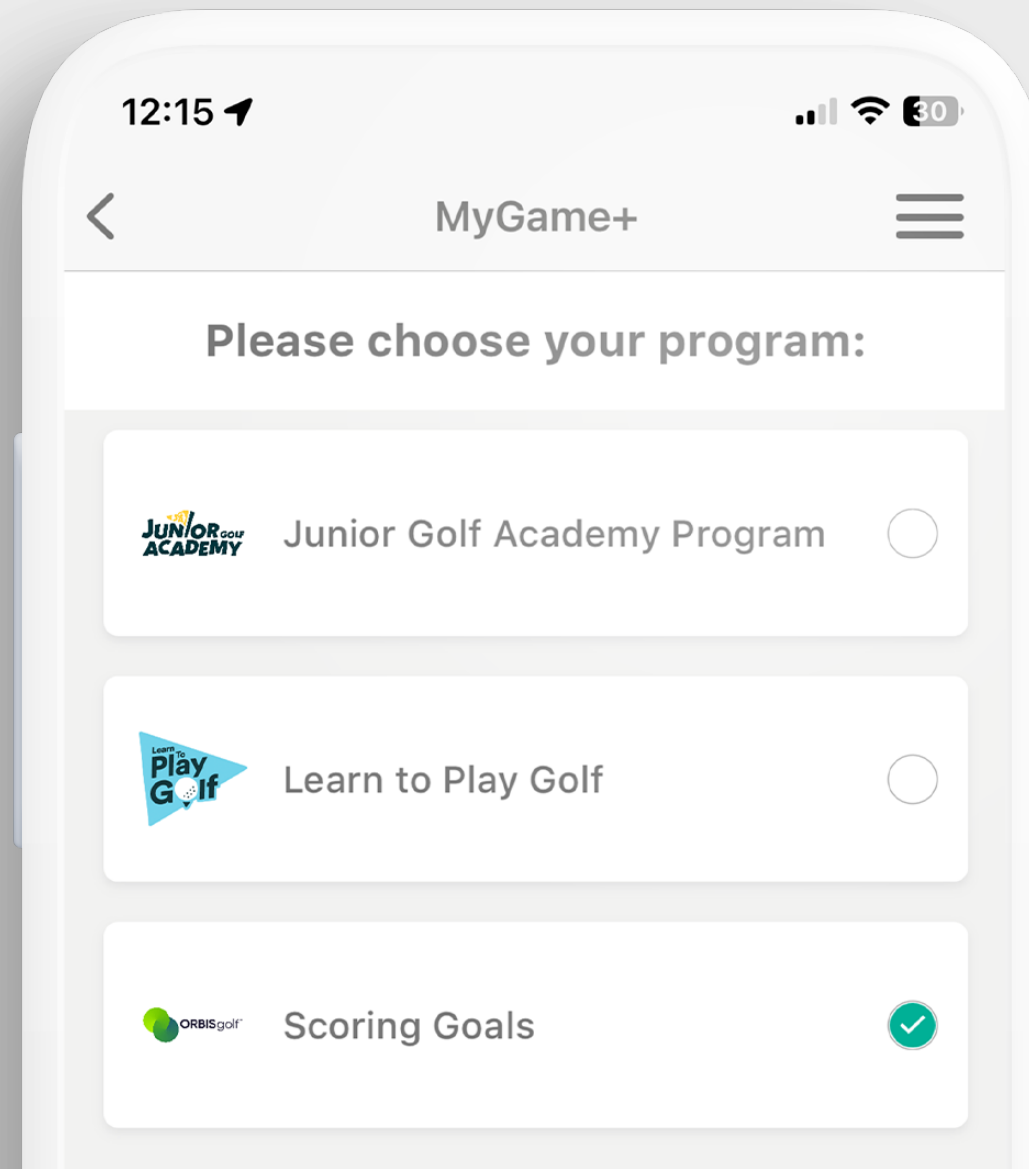
8/10 shots in target circle from under 15 yards
7/10 shots in target circle from over 15 yards



Recording Progress

Customers are able to view, record and track their progress through the Scoring Goal challenges via the GLF. Connect App. On the app they can view the challenges via the Scoring School progress wheel. The customer can select each level, category and skill and then view all of the information relating to the challenge.

Challenges can then be recorded and the app will automatically update the progress wheel to allow customers to clearly see their journey through the scoring goals. Customers will also automatically be issued with virtual rewards for their achievements.



1

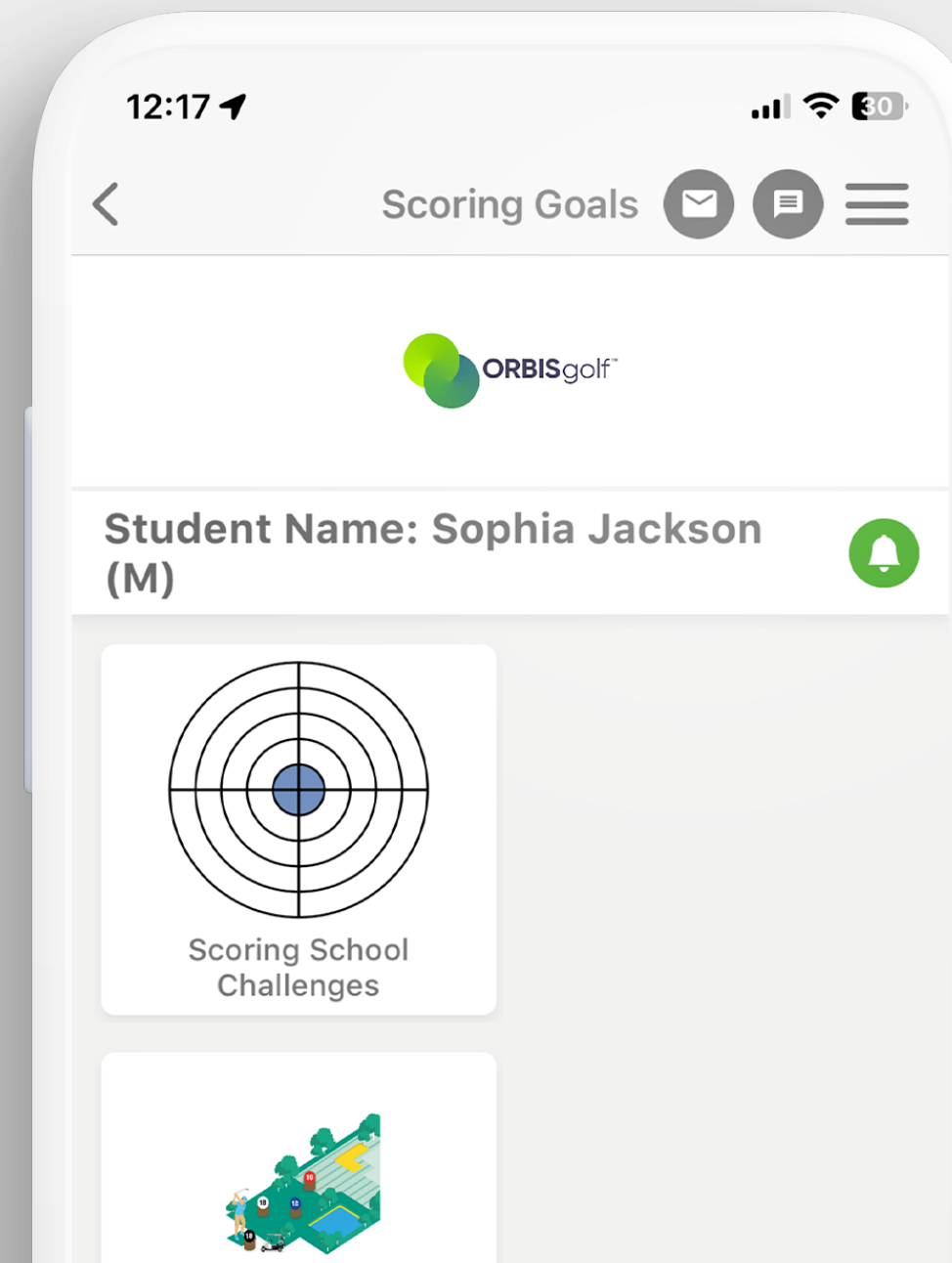
Step 1

Navigate to the Scoring School program within the myGame+ section.

2

Step 2

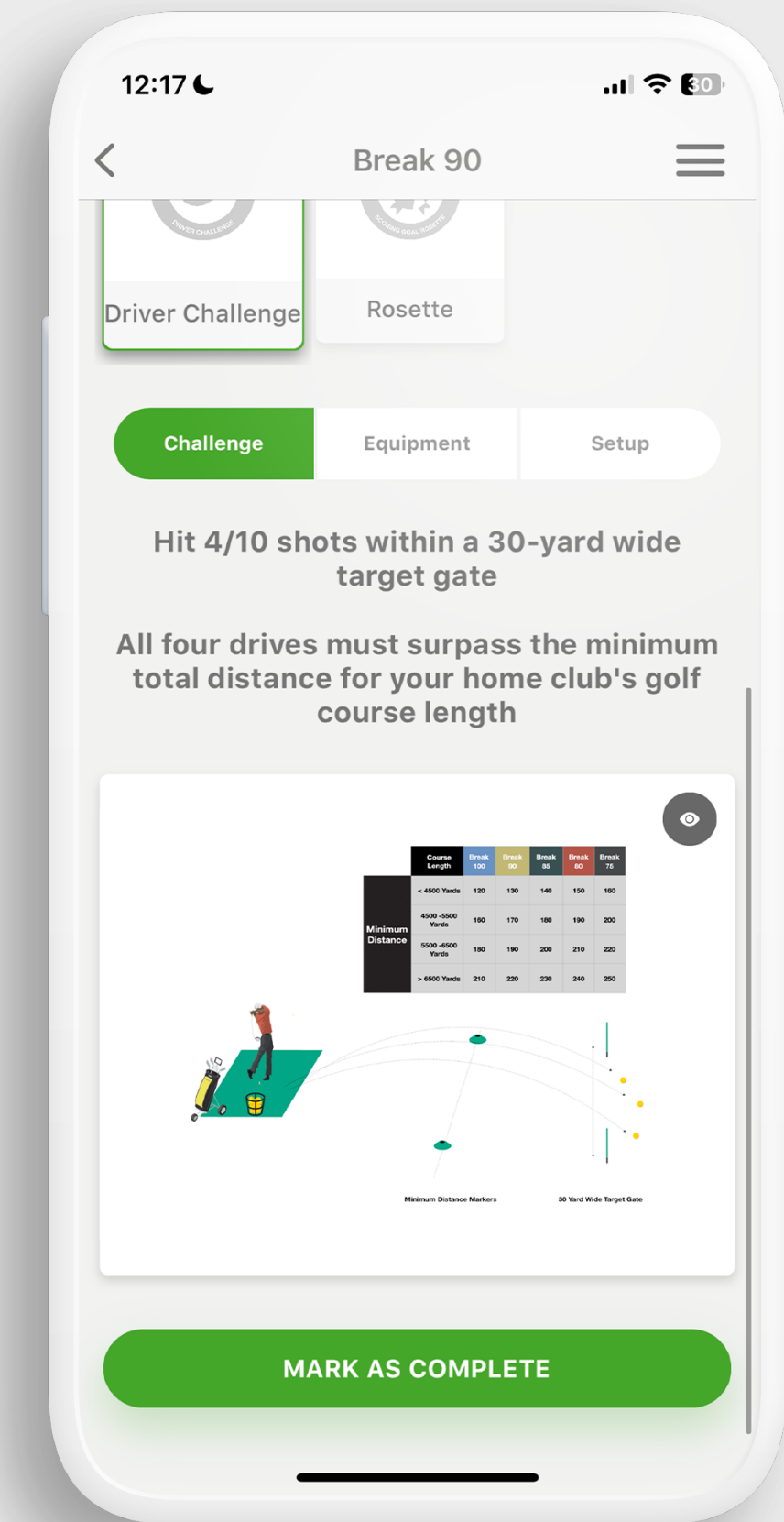
Select the Scoring School progress wheel from the home screen dashboard



3

Step 3

- View the challenges across each category, skill and scoring goal level. Update challenge completion to earn virtual rewards.



Virtual Rewards on GLF. Connect

Customer can earn virtual rewards via the GLF. Connect app on their journey through a the Scoring School program and the Scoring School progress wheels. The rewards the customer can earn are as follows:



Challenge Stamp

On successful completion of a challenge within skill category and level they can earn a virtual badge for completion. The section of the Skill Category wheel will be completed.

Level Rosette

On completing all of the challenges across a category customers can earn their Level Rosette.



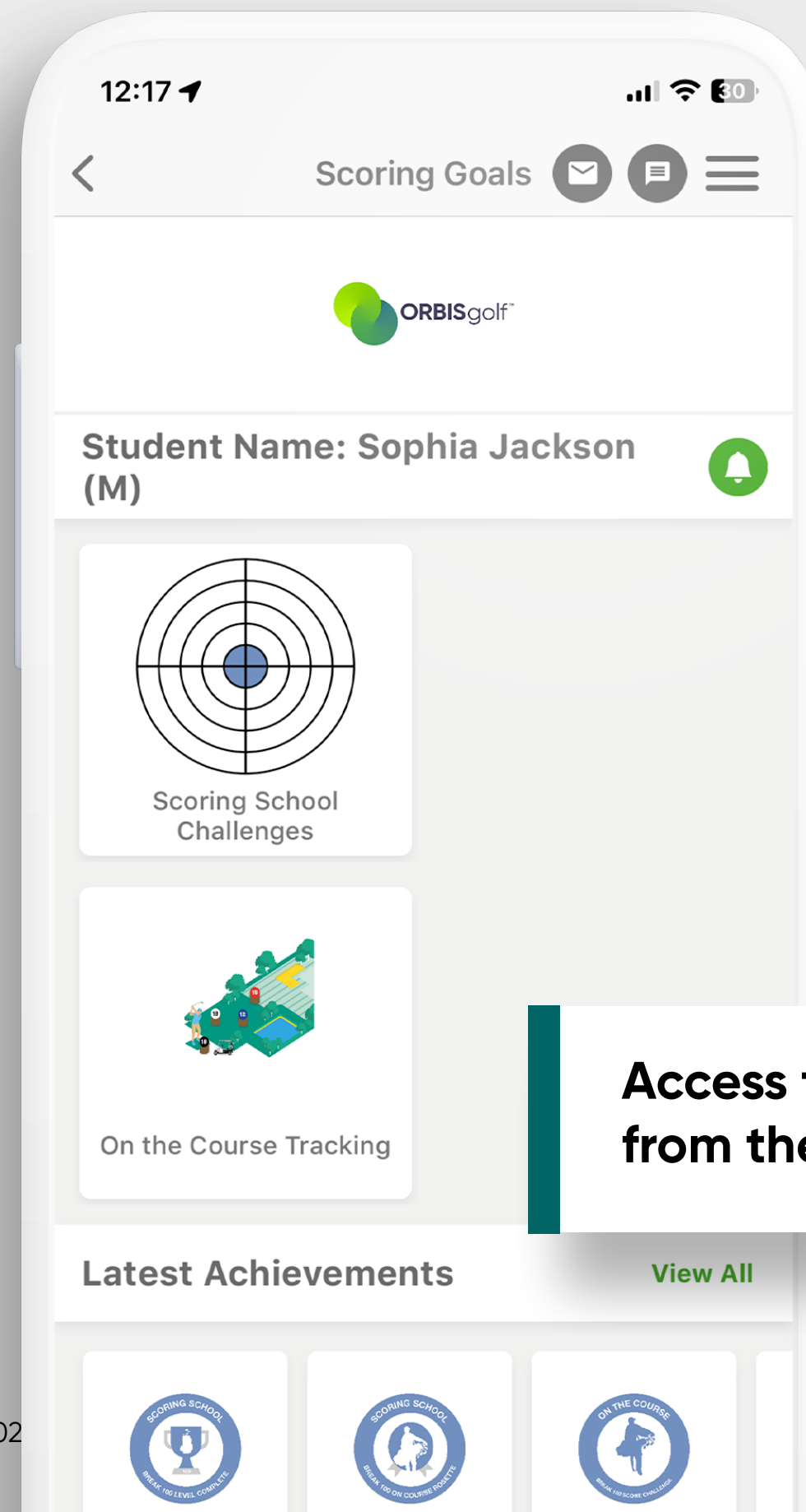
Scoring Goal Trophy

On completing all of the challenges across each skill category the customer will earn their Scoring Goal Trophy.

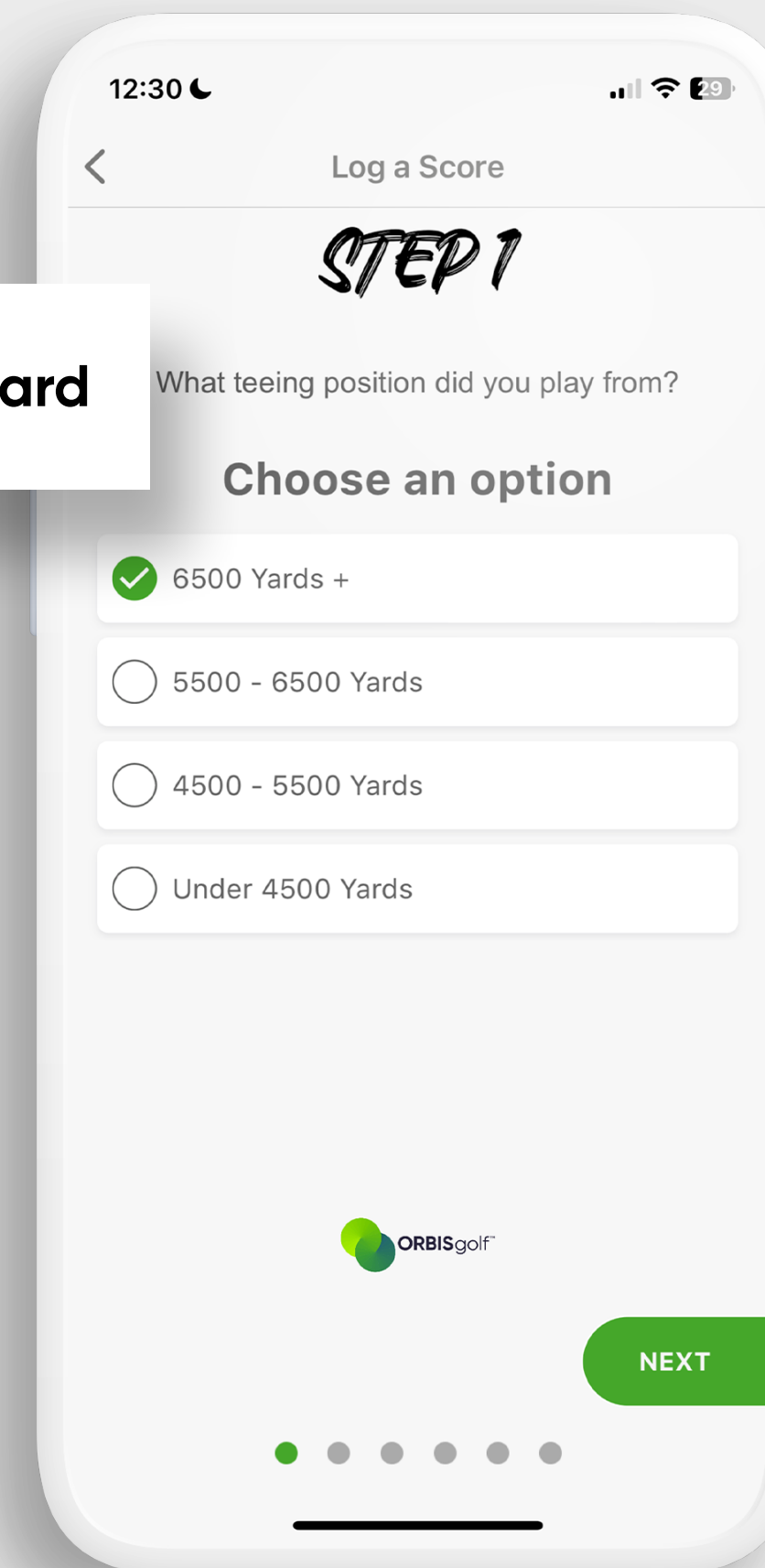
Tracking and Recording Scores on GLF. Connect

Customers are able to track and record scores within a play event via GLF. Connect. When registered to the Scoring School program on the App, customers are able to visit the On Course Tracking tile from the home screen dashboard. Within the Course Play screen they are then able to log scores using the scoring wizard and see a history of their scores...

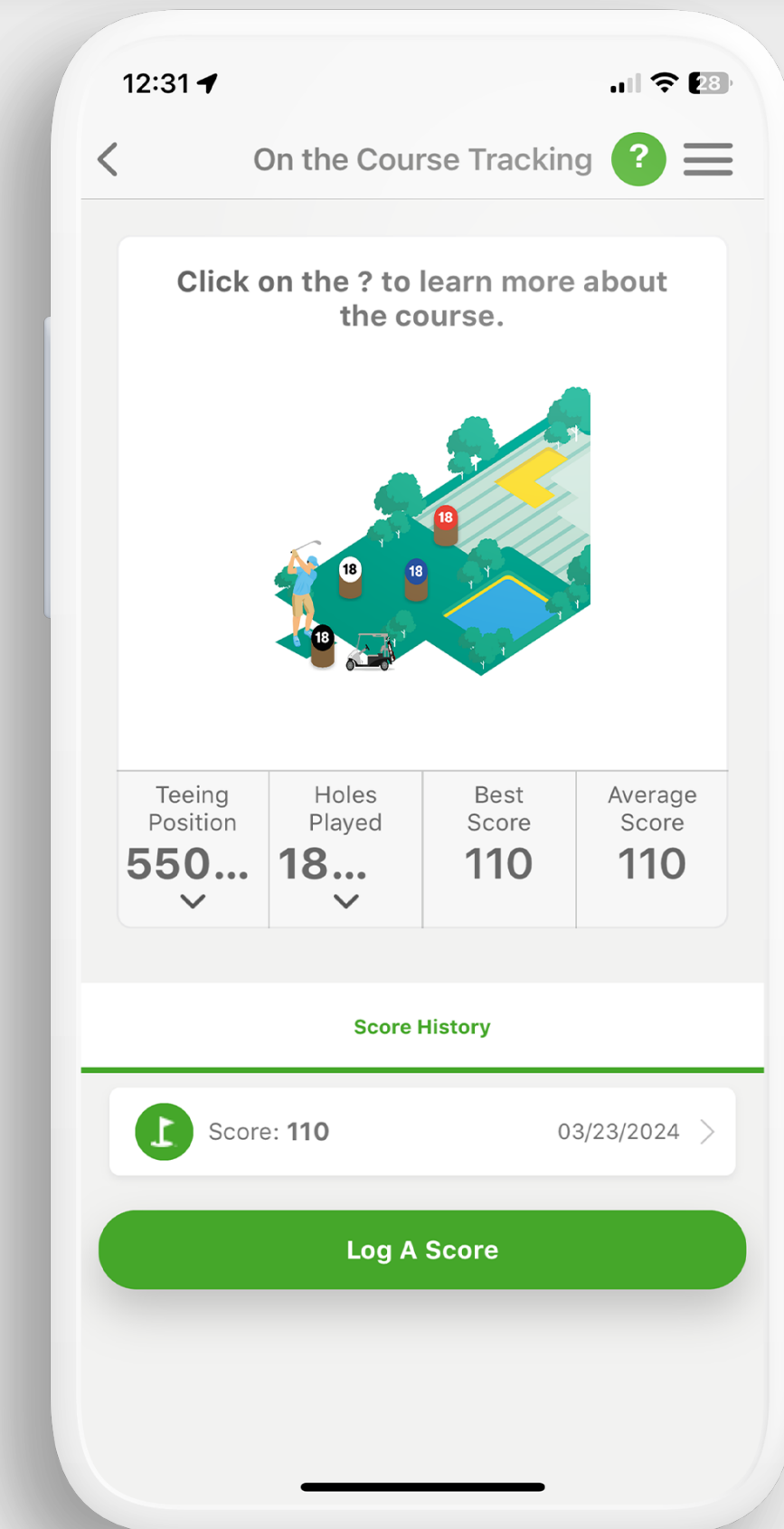
View score History and Insights on Scoring Tracking page



Log Scores via the Scoring Wizard



Access the On Course Tracking Tile from the Home Screen

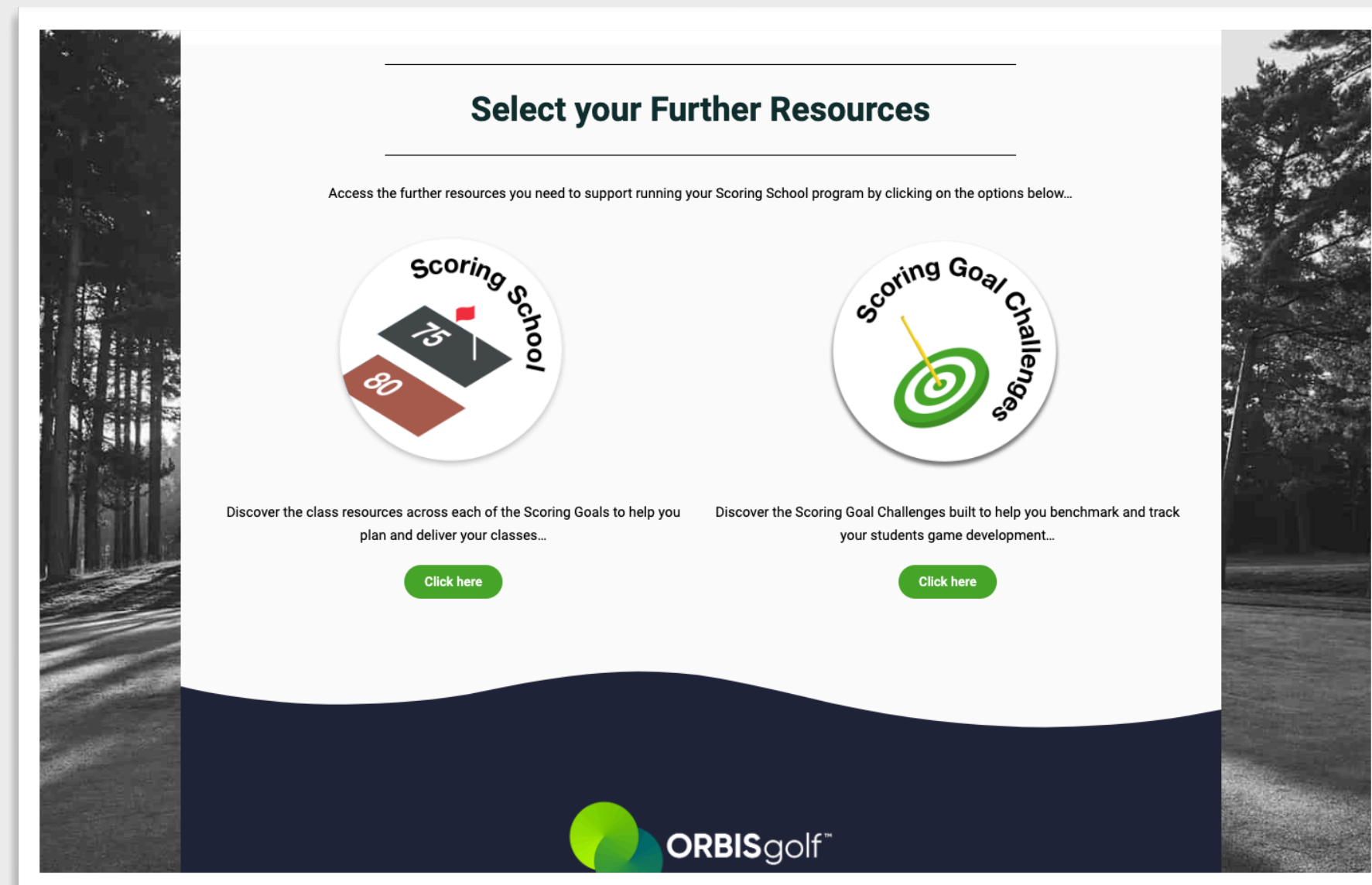


Implementation



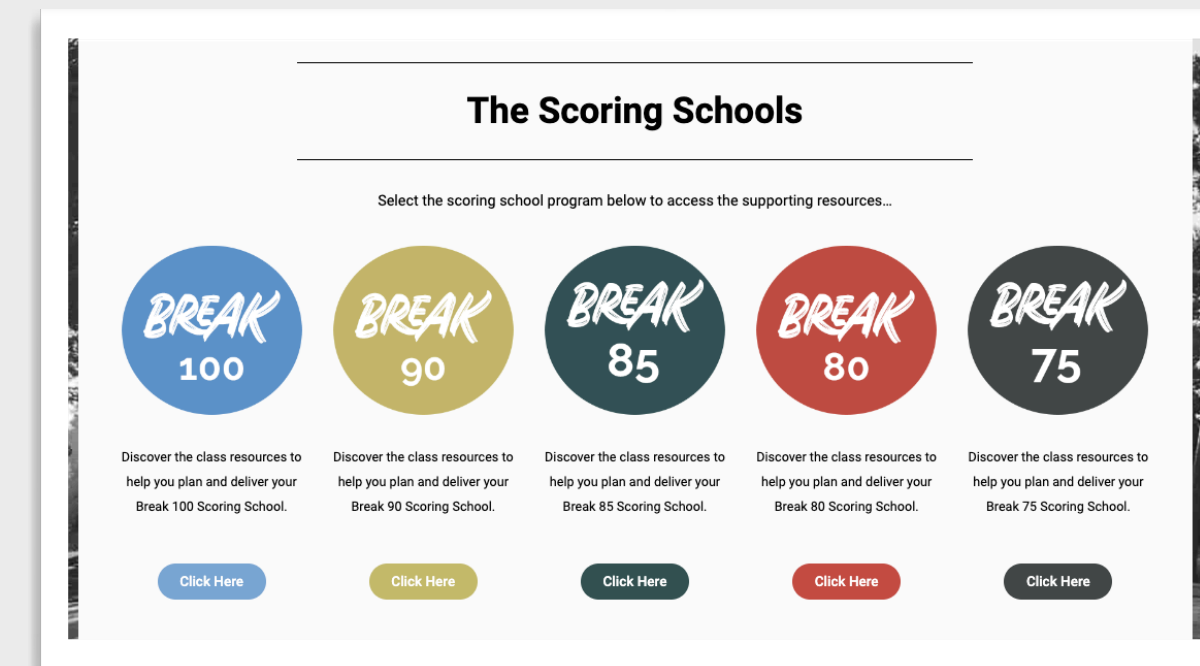
Decide on your Scoring School Program

The first step after completion of your training is for you and your coaching team to assess the Scoring Goal programs and decide on the programs you would like to offer at your venue. You need to consider your customer base and capacity across your coaching week. Once you have decided on the programs you would like to offer you should then plan the scheduling of the specific elements within the program and how these link together...



1

Navigate to the Further Resources section at the bottom of the Scoring School page



2

Review the curriculum with each scoring goal program. Decide on when you can schedule each and how these link together over your program year.

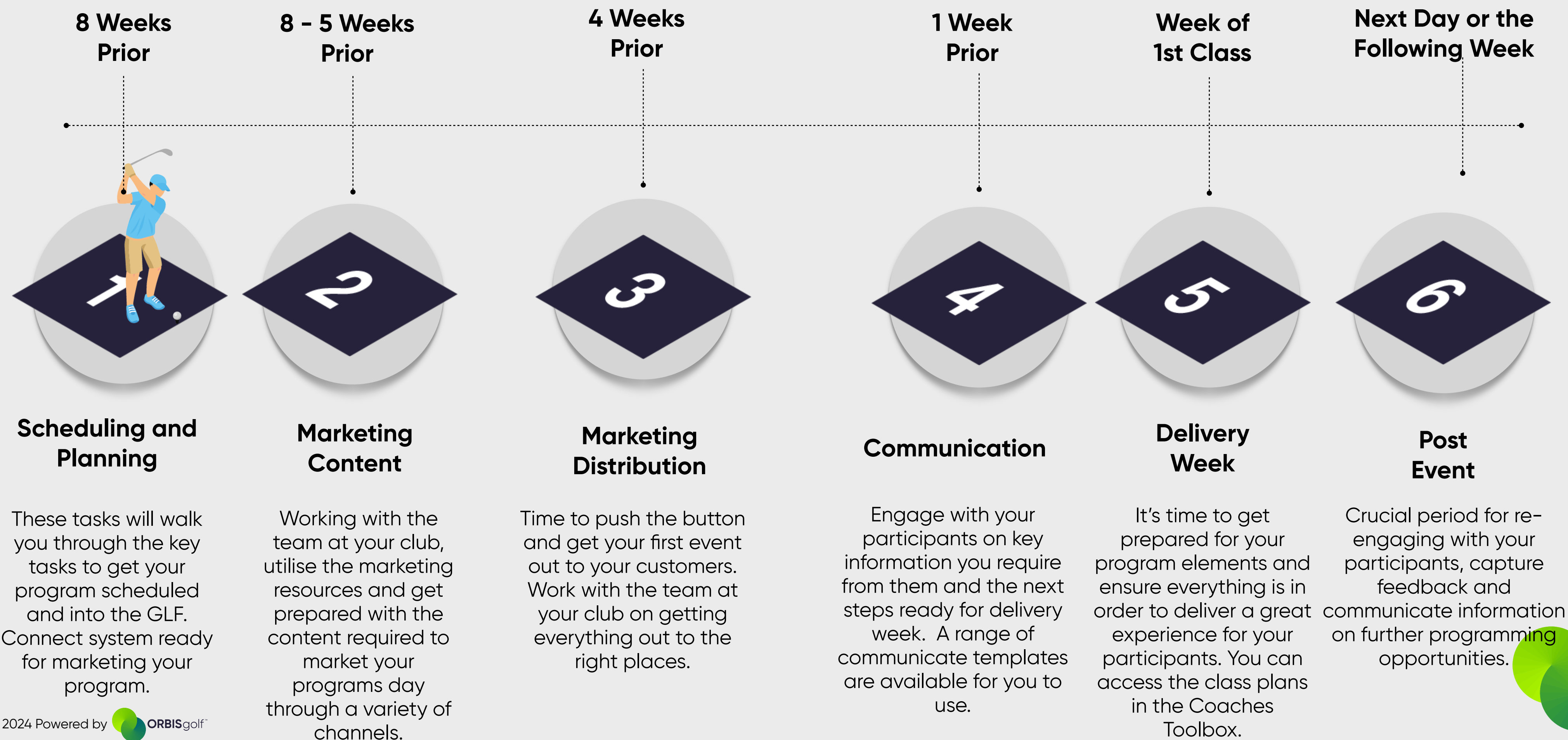


3

Complete the Scheduling and Planning actions within the Step by Step Guide. This including scheduling the program elements so that you are ready for the marketing phase.

Build up to Your First Class

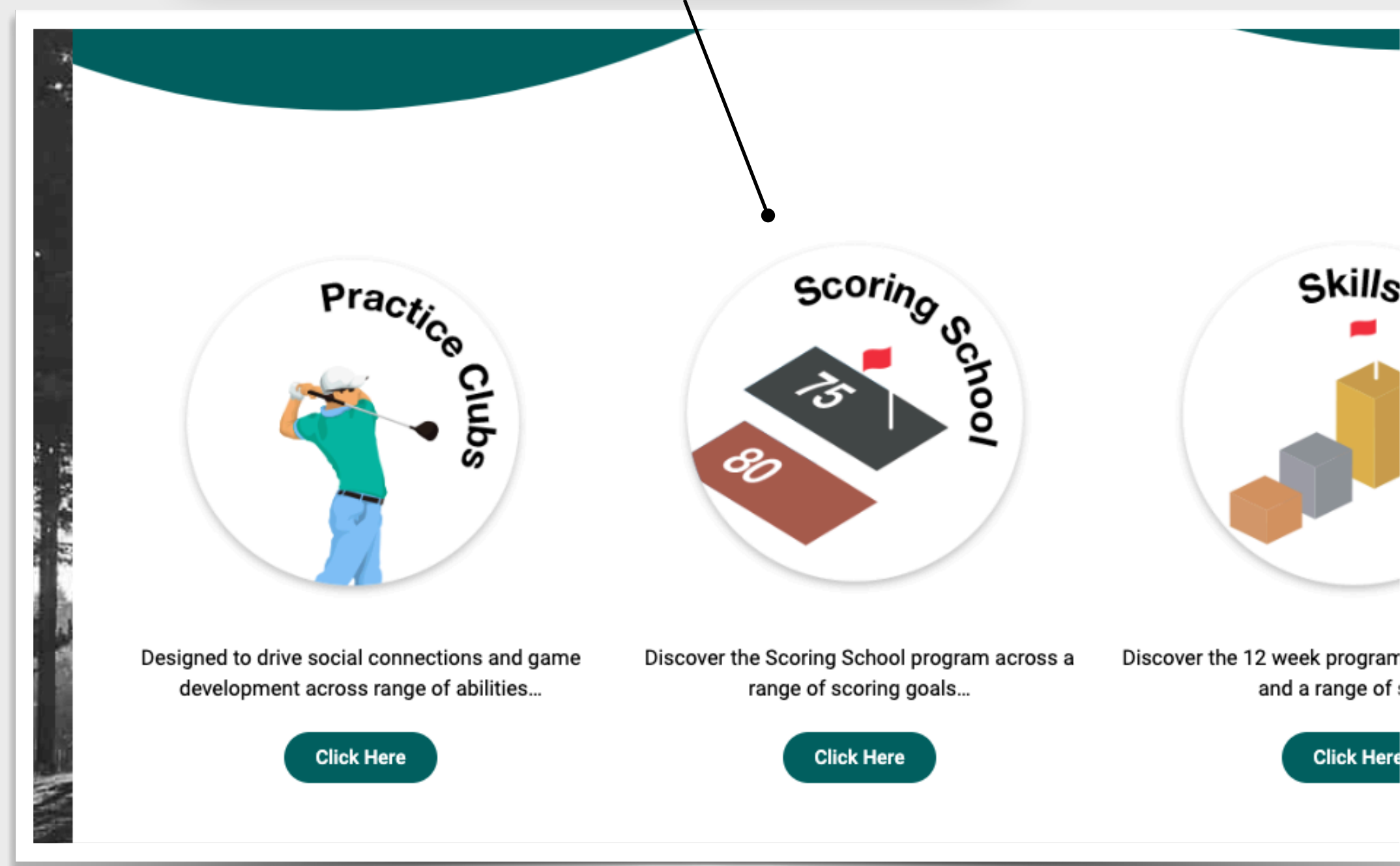
Once you have completed your Scoring School training and you have selected the Scoring School program you want to run you are ready to follow the next stages of implementation. We recommend this starts around 6 weeks prior to the first class. This will ensure that you have adequate time to work through each stage, and be able to work effectively with your team as well as the GLF. Connect support team. The recommended implementation stages are as follows...



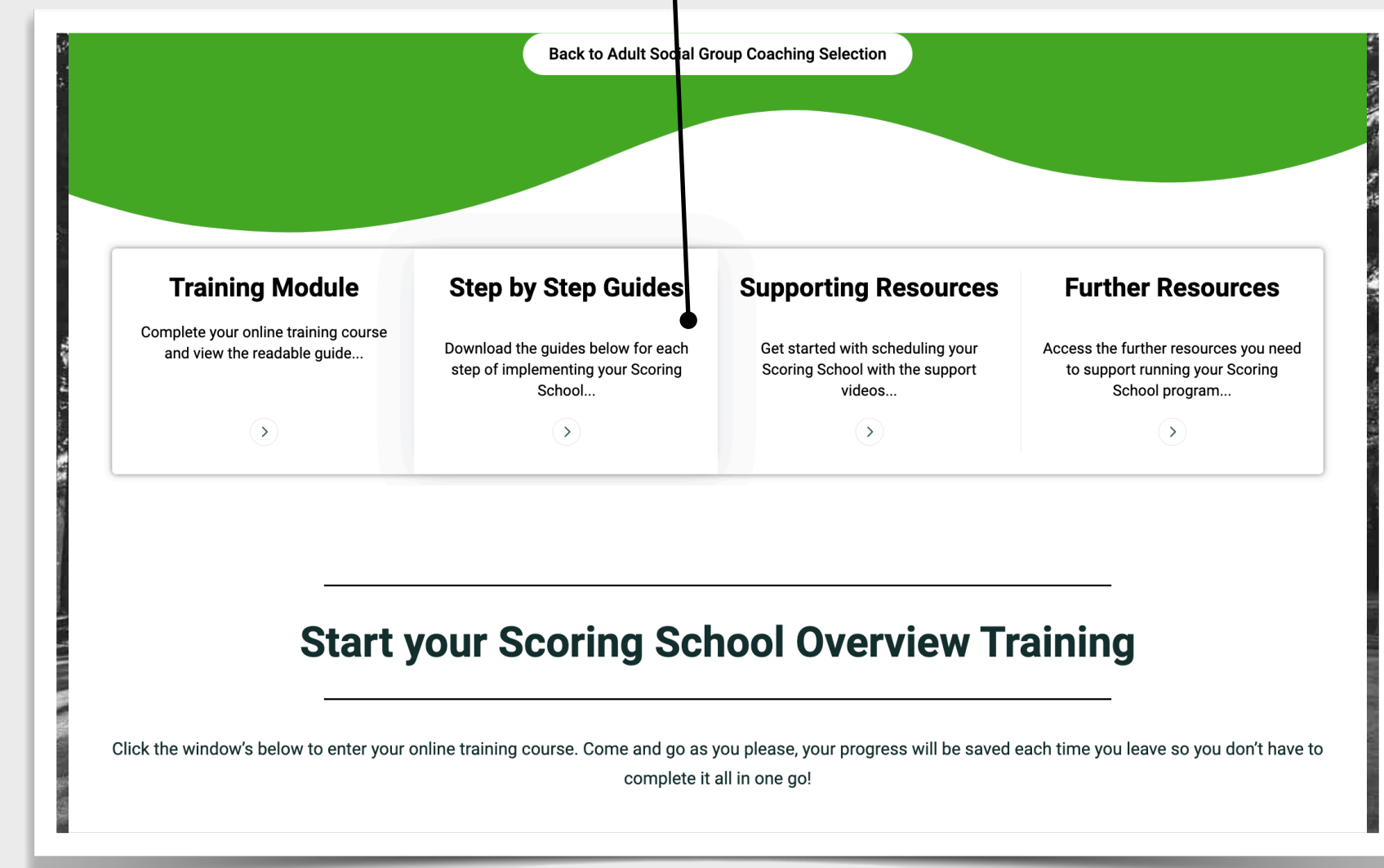
Access Scoring School Support

Via the Coaches Toolbox on the GLF. Connect system you can access a number of support resources specifically for your Scoring School program you are running. Follow the steps below to access all of the support resources you need to make the event a success...

Select the Scoring School Program from the Adult Social Coaching Page:



Access the Resources you need on this page including the Step by Step Guides and links to further resources. You can use the quick link at the top of the page

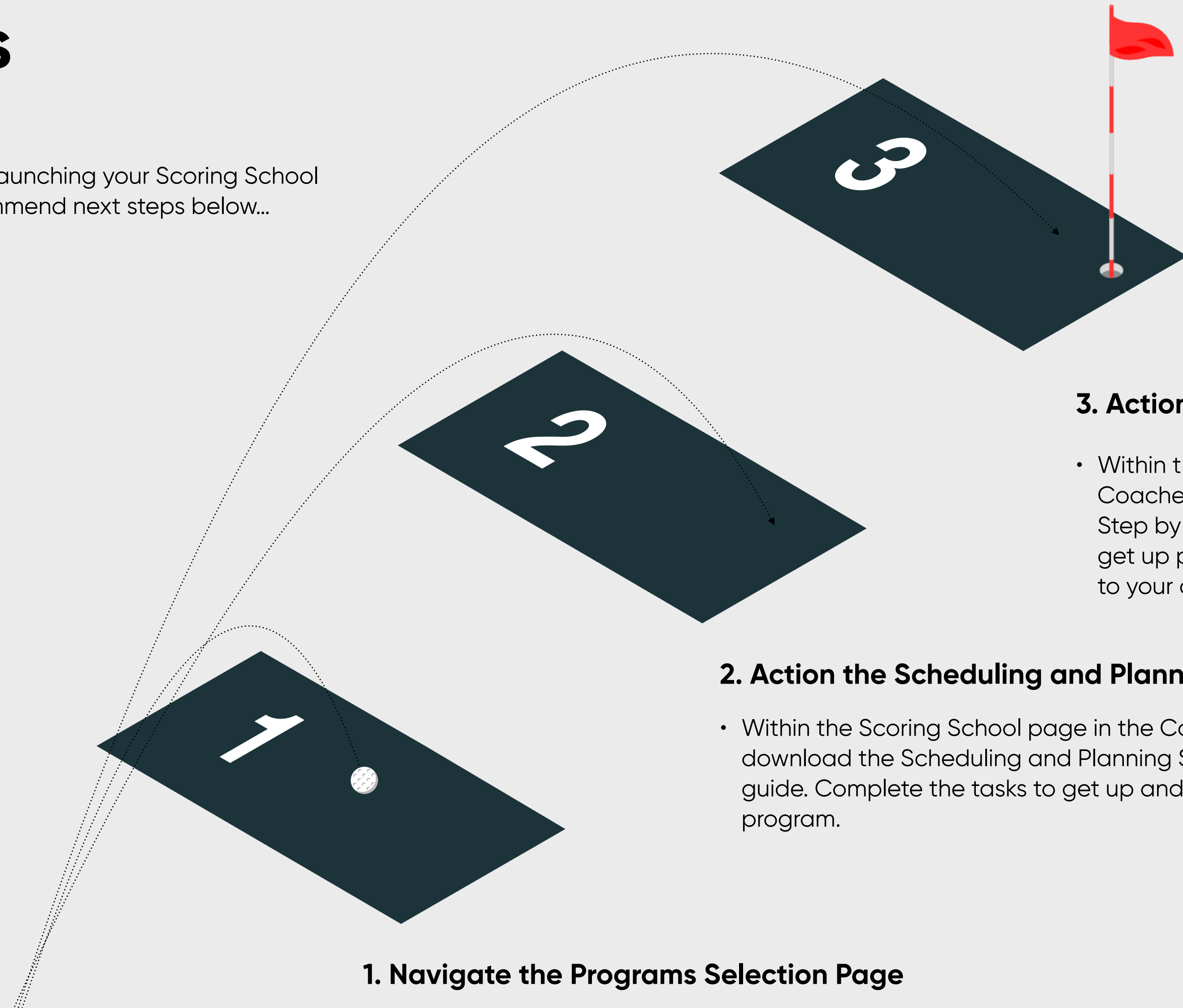
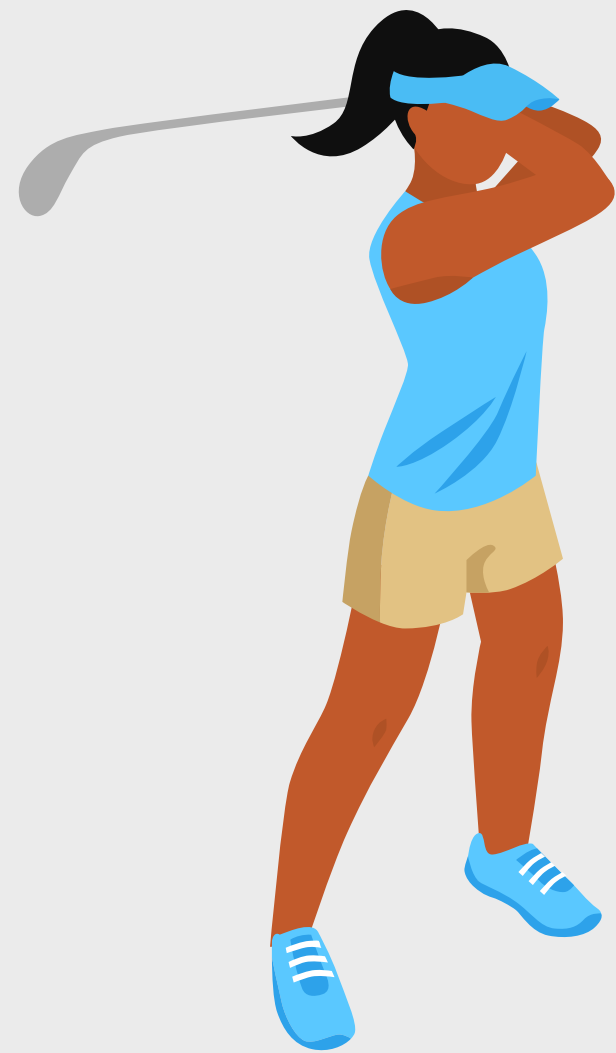


Next Steps



Next Steps

Take the next steps towards a launching your Scoring School program by following the recommend next steps below...



1. Navigate the Programs Selection Page

- Navigate the different Scoring School programs within the Coaches Toolbox from the Scoring School home page. Decide which program to run at your club.

3. Action the Marketing Tasks

- Within the Scoring School page in the Coaches Toolbox download the Marketing Step by Step guide. Complete the tasks to get up prepared and market your program to your audience.

2. Action the Scheduling and Planning Tasks

- Within the Scoring School page in the Coaches Toolbox download the Scheduling and Planning Step by Step guide. Complete the tasks to get up and running with your program.

Thank you.

Please review the Scoring School programs within the Scoring School page of the Coaches Toolbox and move to complete the Step by Step Guides.