

# Overview



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# Program Overview



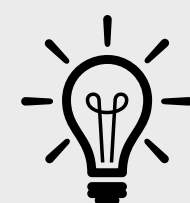
# Reasons to Learn the Game

In order to create an effective Learner Program, targeted towards those new to the game understanding the reasons why people are inspired to start the game is vital. Of course, every person's goals and aspirations will be different, however from surveying thousands of coaches and golfers across the world and reviewing evidence from a range of governing bodies, these are broadly the following reasons for learning the game...



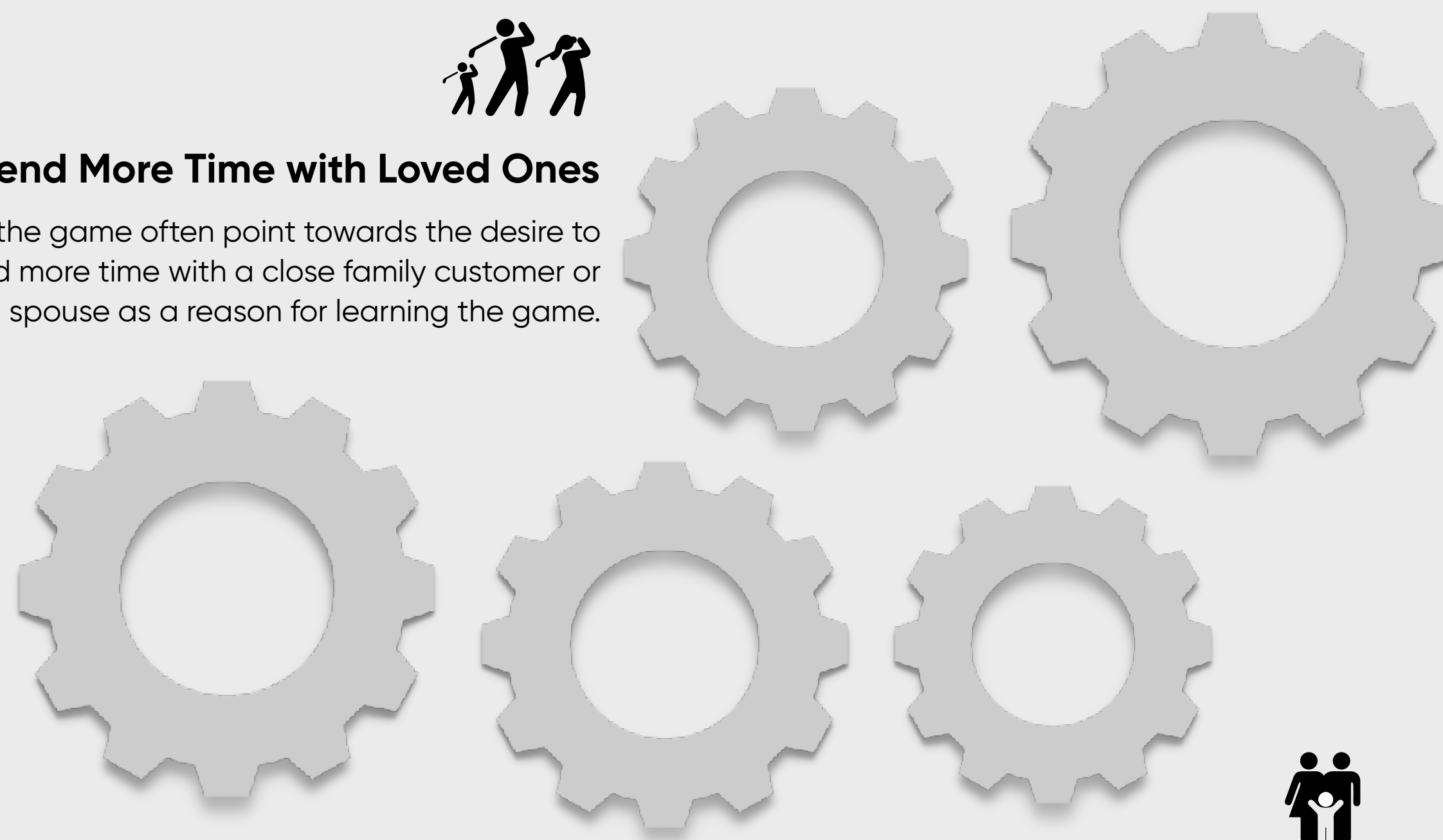
## Spend More Time with Loved Ones

- Learners of the game often point towards the desire to spend more time with a close family customer or spouse as a reason for learning the game.



## Learn New Skills

- People often begin new activities and sports in order to experience mastery. The need for humans to develop themselves through learning new skills that bring enjoyment and satisfaction.



## Activity for the Family

- Golf sits in a unique position in being able to cater for a range of ages and abilities in one environment and often people start the game in order to have an activity to be played as a family. The golf course provides an environment for the whole family to be active and the club allows them to spend time together.



## Make New Social Connections

- The need to meet others of similar experience and goals and have the environment to harness new social connections is one of the main drivers for starting the game.



## A Healthier Lifestyle

- Golf can have numerous benefits on the physical and mental well being of those in society and this is often one of the main reasons why people begin to learn the game. Improving physical health, reducing stress levels and more time spent outdoors are all core outputs from learning the game.

# Barriers to Participation

When we know the benefits that golf can bring, the reasons why golf is attractive to people in society and there is clearly a demand based on participation figures, why do these learners drop out of the sport and ultimately never convert in regular play and become club customers?

This is vital to consider when developing the Learner Program and to ensure it has the biggest impact on these learners and ultimately retain them in the program and convert them into active golf customers at your venue....



## Difficulty Level

- Golf is a difficult game to learn and master under the current playing structure. Of course, some will start and realize that the game isn't for them but overcoming the perceived difficulty of the game in its current format is vital.



## Lack of Social Connections

- Those learning the game need to make social connections in order to inspire independent practice and play outside of organized activity as well as drive confidence and support when learning. The lack of these connections means that many drop out of the sport.



## Limited Time on the Course

- Traditional learning opportunities of hitting balls on the driving range without any access to the course reduces engagement in the game over the long term. Learners need to learn the real nature of the game and get out on the course as soon as possible.



## An unwelcoming Environment

- Golf courses and clubs can be imposing and golf has years of historical perceptions about the nature of the sport. A learner's first experience of the club and how welcoming it is, can be a major barrier to continued enjoyment and engagement.



## Accessibility to Play and Practice

- Learners won't develop the skills they need to without practicing and playing regularly. Many people start learning the game but struggle to access the environment to develop their skills to enjoy the game and see it as the sport for them.



## A Clear Pathway

- Those learning the game need to see a clear pathway of the skills, knowledge and experiences they will acquire and the level of investment from them to facilitate this and their continued engagement in learning the game.



## Lack of a Defined Goal

- A learner won't want to be a learner forever. They will want to play the game with friends and social connections they have made or with their family. The lack of a defined goal of any program or one that is viewed as unattainable is a major barrier to continued participation.



## Stop/ Start Approach

- Traditional learning opportunities often provide a definitive start and end point or restrict progress of the learner through a pass/fail approach to the program. The traditional model of 'Learn Golf in 5 Weeks' also gives a false impression as to the difficulty of the game.

# Guiding Principles to the Program

The Learner Program has been designed therefore with the needs of learners at its core. The principles of the program are based on why people take up the game, the reasons they drop out, as well as delivering on the business needs of the company. By delivering on these needs and overcoming the barriers, through a knockout experience, your skills as a coach should strengthen your ability to retain learners in the program for the long term and ultimately convert them into customers...

## Accessibility to Practice and Play

- The program will encourage and harness opportunities to practice and play outside of organized events and classes either independently or socially with other attendees or family customers at the club.

## Delivering High Quality Experiences

- The program is built to support you to provide high quality coaching and experiences to all those that attend and that will drive the development of the skills and knowledge required.

## Ability Based Course Access from the Start

- Getting your learners onto the golf course as early as possible in their journey is one the main goals of the program through an ability based system and access built in. This will drive enjoyment, self confidence and the sense of achievement.

## Cover Broad Learning Outcomes

- The program will cover a broad range of skills that learners need to develop in order to develop the four skills to become **Course Ready and Club Ready**.

## Structured Pathway and End Goal

- The program provides a clear pathway for the learner, consisting of clear learning outcomes, structured classes, engaging class content, challenges and defined output to the program.

## Provide and Harness Social Connections

- The program opportunities are built to develop and harness social interactions and connect across learners. This will drive enjoyment and motivate independent and social practice and play.

## Deliver a Welcoming Club Environment

- The experience of learners when attending classes and events on the program needs to deliver a welcoming environment at the club. Program classes, practice clubs and on course events will all play a role in this.

## Block Based Sign Ups

- The program delivery will allow learners to register for blocks of classes across different levels and have flexibility to make up missed sessions by attending make up classes where possible.



# Target Customers

The Learner Program is built to service the needs of learners that have limited or no previous experience of the game. The program will provide the ideal way for these learners to experience learning the game in an environment and structure that will enable them to build the skills, knowledge and social connections to actively play the game and join the club. The program is targeted to those new to the game and with limited experience across a range of demographics.

There are three target learners that the Learner Program is built for:

## Connected Non Golfers

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



## Members Looking to Upgrade

You should aim to reach, activate and inspire members from within other sections of your 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 your club. This will help to drive new membership growth, widen our reach in the local area and inspire these learners golfing connections to join the club.

# Program Overview

The Learner Program is designed to provide all new or aspiring golfers with all the tools, learning opportunities and social connections needed to become **Course Ready and Club Ready**. The program structure encourages continuous engagement and flexibility to capture enthusiasm, drive improvement and ultimately reduce drop off:

## Block Based Themed Group Classes

- Learners of the program sign up for 3 distinct levels of classes after their initial experience on the Experience Day. Each of the classes in each level are themed to a specific learning outcomes and each levels progresses from the previous.



## Weekly Supplementary Practice Clubs

- Each week there are recommend to be weekly practice club opportunities across the four skill categories. This is an opportunity for those on the program at any level to develop social connections and practice their skills with the support of a coach.

## Integrated Ability Appropriate On Course Event

- A supervised on course events is recommended to be built into the program, allowing learners to experience playing on the course with others. Providing opportunities on the course that will build a new golfers confidence is essential, and built into the program is an ability based system to playing the course.



## 3-Level Progression Pathway and Skill Challenges

- To track learners progress towards the skills to become **Course Ready and Club Ready**, a 3 level progression pathway has been built so that the coach and the learners know when they have the tools they need to play the course and be at the club with confidence. A range of skills challenges are also provided and included in the classes to help the coach and student track their journey through the pathway.



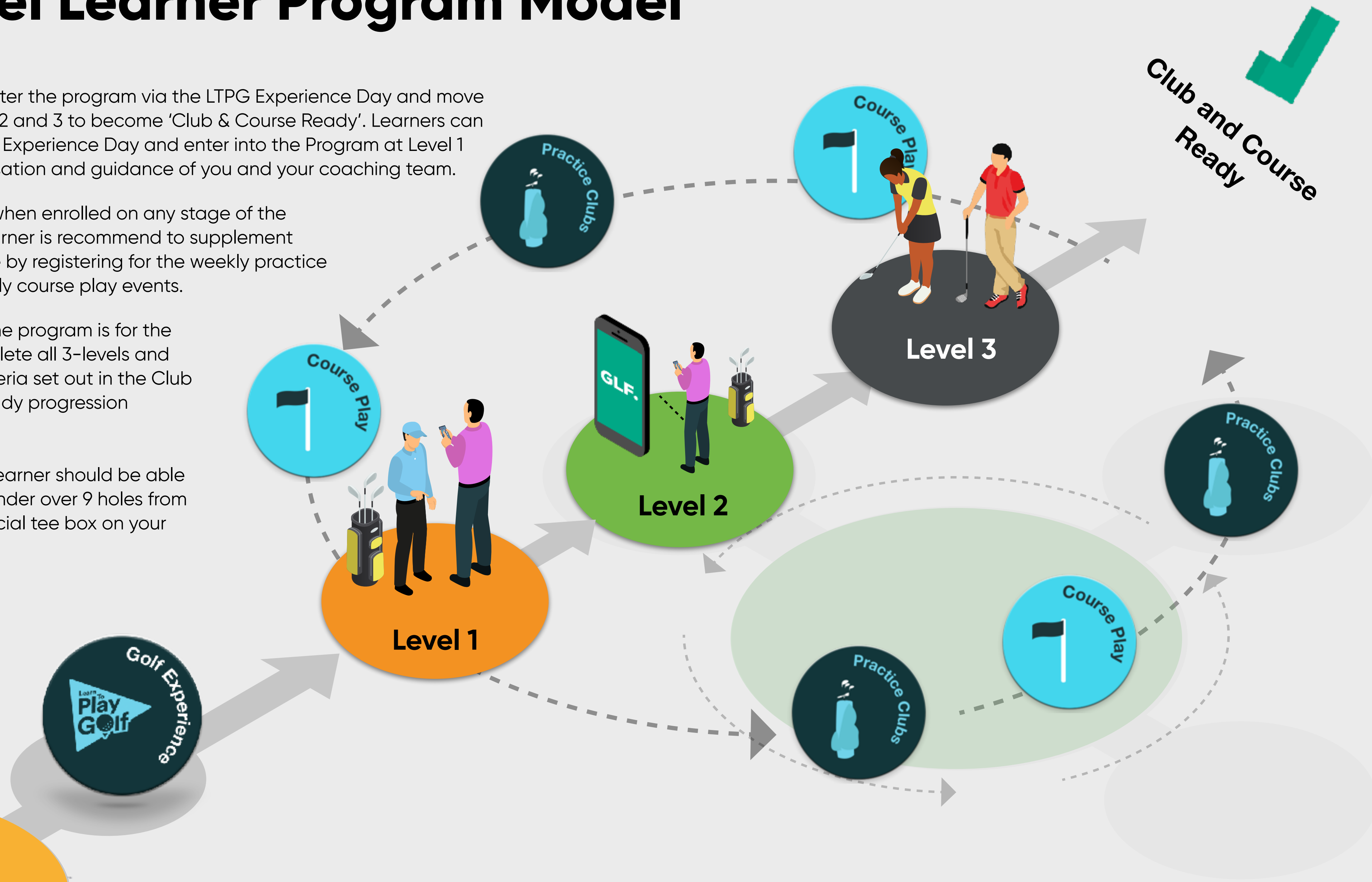
# 3 Level Learner Program Model

Learners can enter the program via the LTPG Experience Day and move through Level 1, 2 and 3 to become 'Club & Course Ready'. Learners can also bypass the Experience Day and enter into the Program at Level 1 through conversation and guidance of you and your coaching team.

As mentioned, when enrolled on any stage of the program the learner is recommend to supplement their experience by registering for the weekly practice club and monthly course play events.

The output of the program is for the learner to complete all 3-levels and achieve the criteria set out in the Club and Course Ready progression pathway.

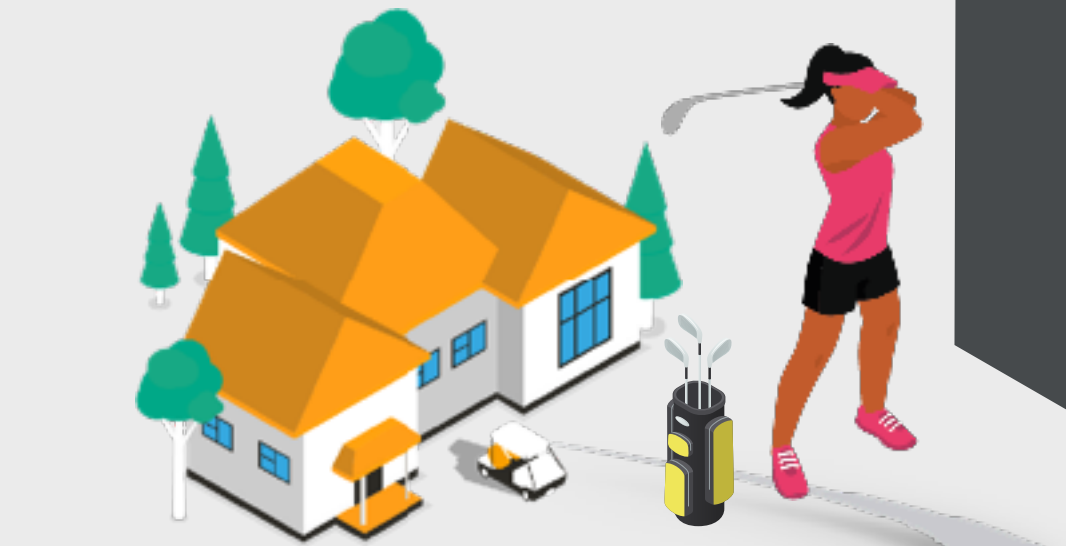
Ultimately, the learner should be able to score 60 or under over 9 holes from the shortest official tee box on your course.



# Journey to Club and Course Ready

The Learner Program is built to support the key performance measures of your coaching business and your club, but also for those of the learners. The program will take learners through a program from being new to the game or with limited experience and provide them with the skills, knowledge and social connections to ultimately become **Club Ready and Course Ready**...

**BUILT FOR THOSE  
NEW TO THE GAME**



**PRODUCE CLUB READY AND  
COURSE READY  
GOLFERS**

2

**DEVELOP KNOWLEDGE,  
EXPERIENCE, SKILLS AND  
SOCIAL CONNECTIONS**



# Skill, Experience, Knowledge and Social Connections

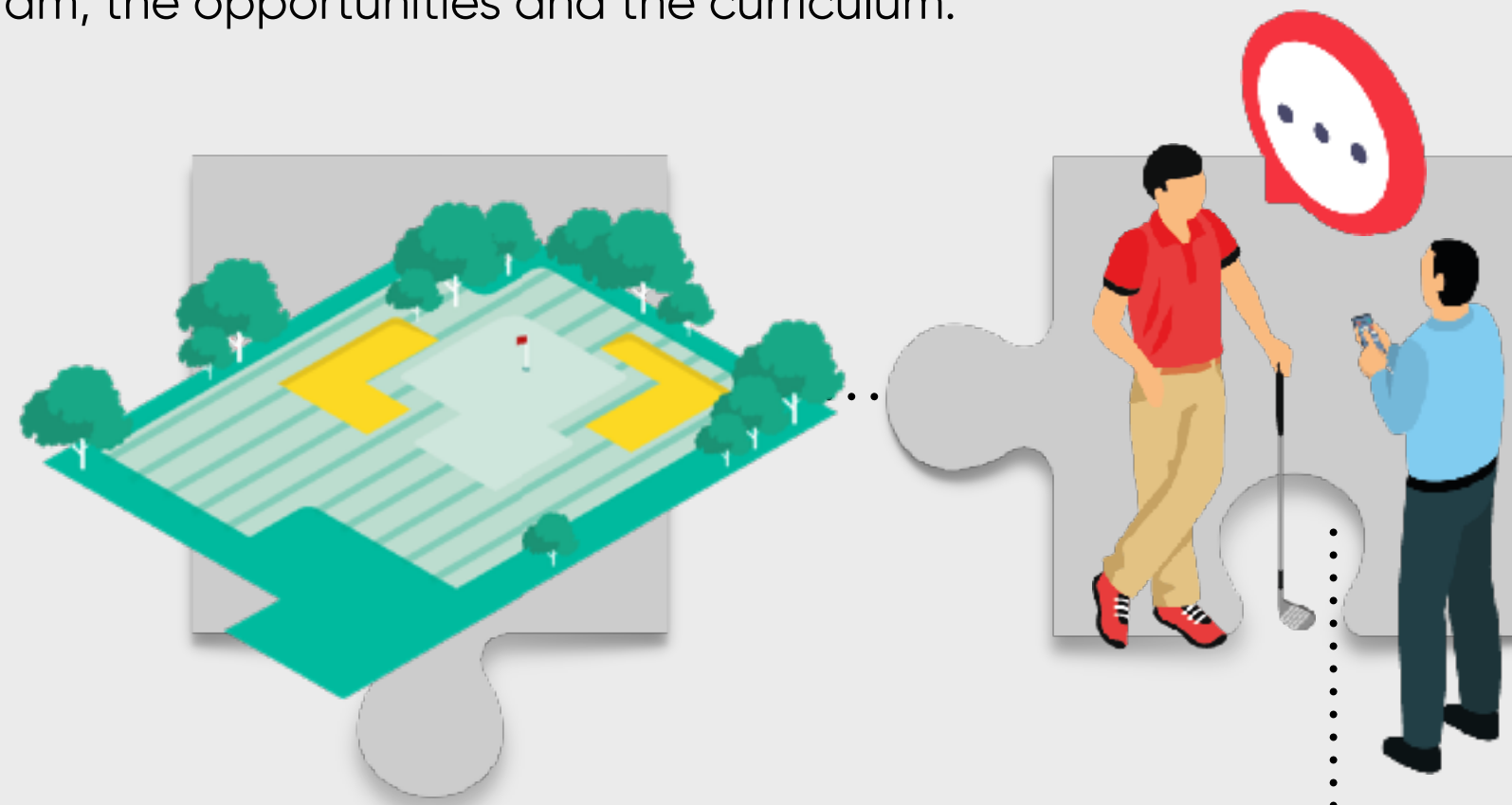
The Learner Program has been built to provide those enrolled with the program access to opportunities to develop their competency to score a sufficiently standard on the golf course, be exposed to the necessary experience at the club and on the course, to develop the necessary knowledge within the game and exposure to social connections.

It is these 4 principles that shape the structure of the program, the opportunities and the curriculum.

## Score

The Learner is developing the skills to play on the golf course from the designated Official Tee Box and complete 9 holes in 60 or under.

A score of 60 or under shows that the learner not only has the technical skills to complete a round of golf similar to a traditional entry point handicap of 54, but also play the course at a suitable speed and within the rules of the game.

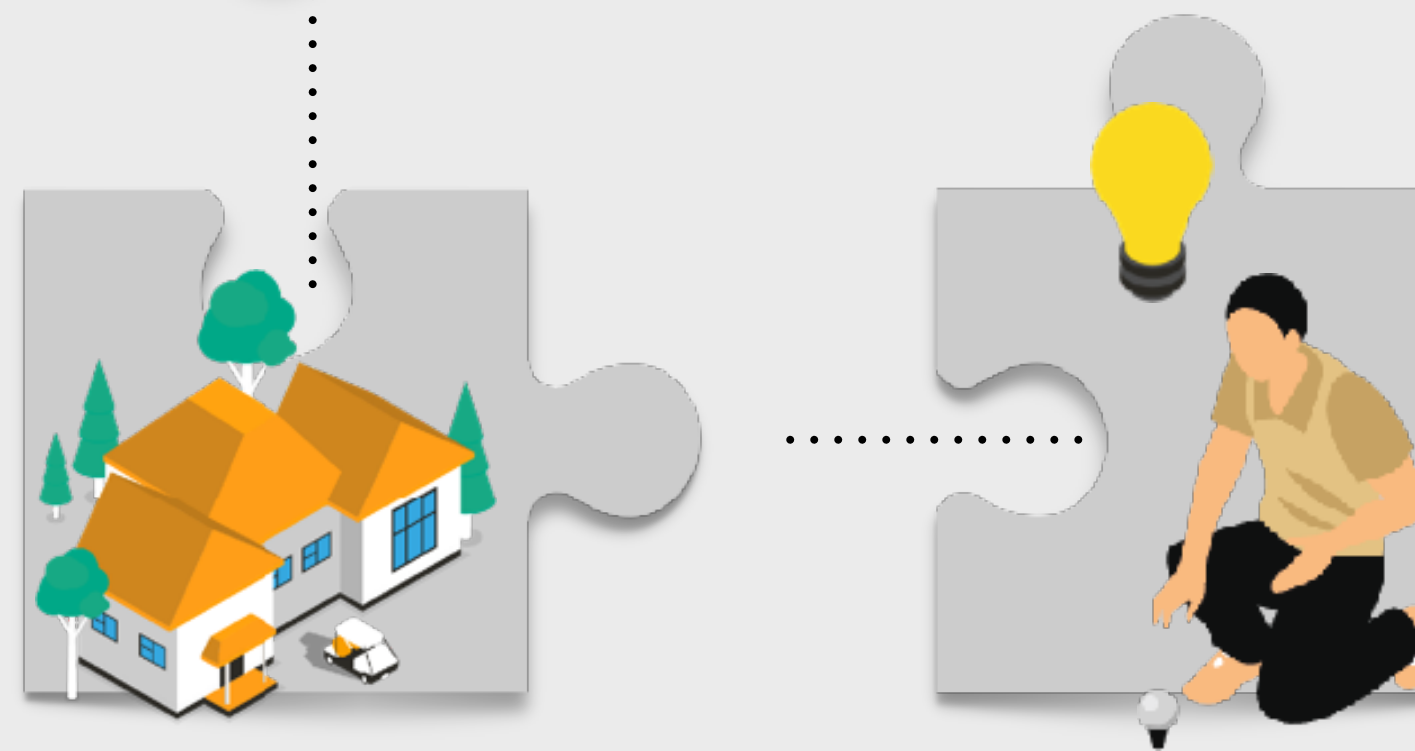


## Social Connections

The learner will have the opportunity to meet others of similar goals, ability and experience. The program opportunities and their access to the club environment and course will help strengthen these social connections. This will drive conversion into club membership and long term retention into your coaching programs.

## Experience

The learner is being exposed to time at the club, on the course and across the range of practice environments. They are also developing their experience with others in both social and competitive environments.



## Knowledge

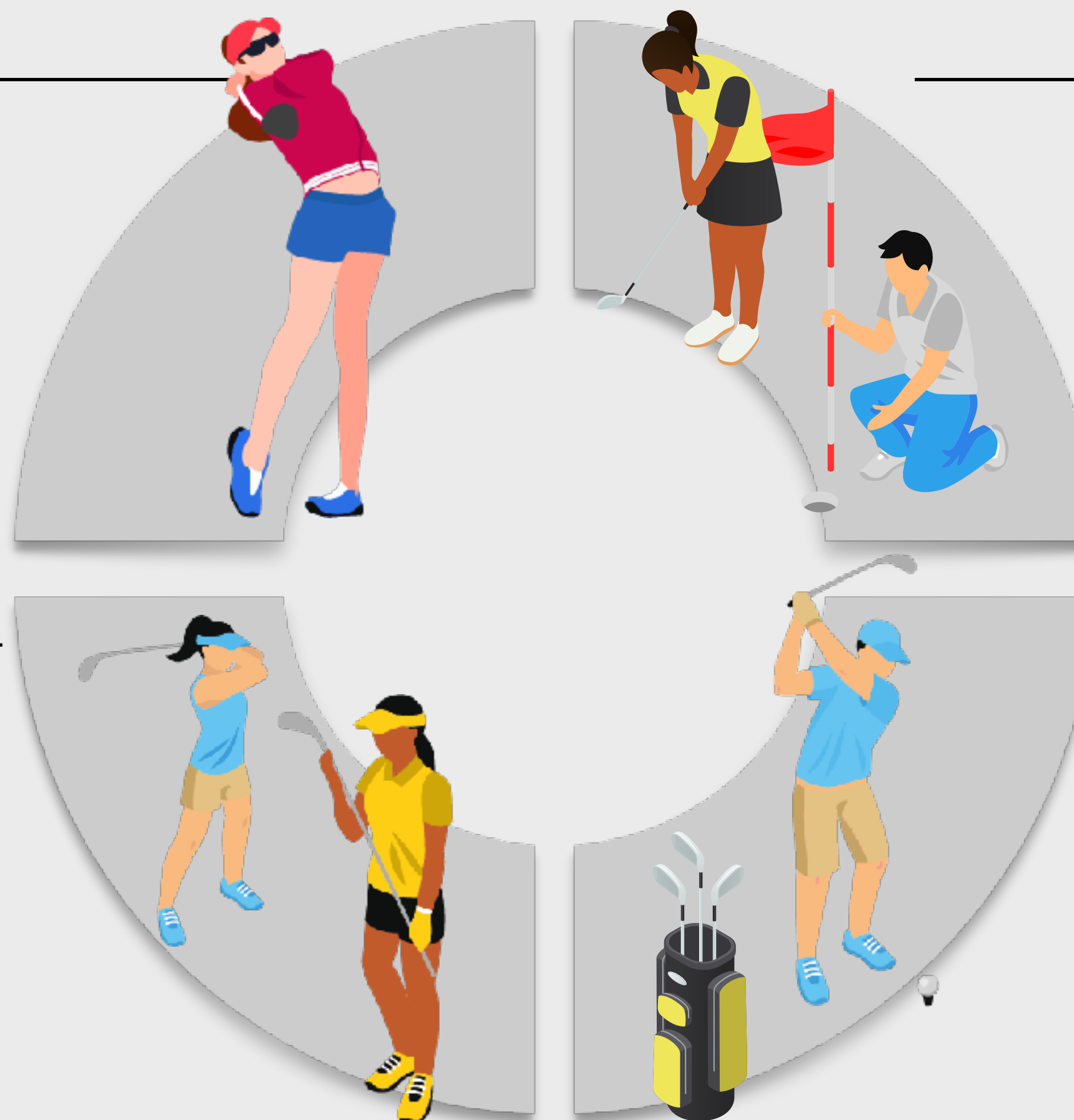
Through the structured themed classes, additional support within the practice clubs and the on course events, the learner will be developing the knowledge of the game, being at the club and playing on the course.

# The Club Ready and Course Ready Learner

The program provides a structured curriculum and opportunities that cover a range of learning outcomes that are deemed as vital for a learner to develop the skills, knowledge and confidence to play and participate actively in the game. The output of the program is to produce golfers who can demonstrate the following skills:

## Play with Competence

- A learner stops becoming a 'learner' on the program when they can demonstrate the technical skills to play from the Shortest Tee box on your golf course.



## Play within the Rules and Standards of the Game

- The learner can play in social or competitive situations and understand how to play within the rules of games and standards that ensure that the enjoyment of all is maintained.

## Play Safely with Others

- The learner can demonstrate they can play safely with others in social or competitive situations without impacting their playing partners or others playing the course enjoyment of the game.

## Play with Sufficient Speed of Play

- The learner can play a golf course and demonstrate that they can play up to the standardized speed of play for that specific course and not impact the enjoyment of the game of their playing partners or others on the course.

# Supporting the Learner's Journey

To drive engagement in the program for learners, and for the coach and student to track their progress to achieve the necessary skills to become '**Club and Course Ready**', it is vital that progress can be measured, assessed and recorded at every stage. This will be achieved as follows...



## Tracking Progress Skill Based Challenges

- To drive continuous engagement in the program and support the ability for you and your learner to track their development, a variety of skill based challenges have been built across the Mastering the Game elements and skills. These can be completed during practice club classes or independently/ socially by the learner.

## Recording Progress GLF. Connect

- To record the learners progress through the 3-level progression pathway and the skill based challenges, the GLF. Connect MyGame+ feature can be used. The learners progress can be visually tracked via the progress wheels, milestones and on course score tracker. Through GLF. Connect, the learner can also see a visual of each of the challenges and how to complete these as well as log and record their score.

## Assessing Progress 3 Level Progression Pathway

- To track learners progress towards the skills to become Course Ready and Club Ready, a 3 level progression pathway has been built. The learner is assessed across **Score, Game Development & On Course Experience.**

# What Next for a Learner?

It is vital that once the learner has developed the necessary skills identified to become Club and Course Ready, that the right opportunities are in place for them to engage in further activity at the club and become a proactive club customer. A learner will want to feel they can move to the next level on their journey and play and learn with others of similar ability and experience.

Once a learner completes the program they should be moved to engage in the following with support from you...



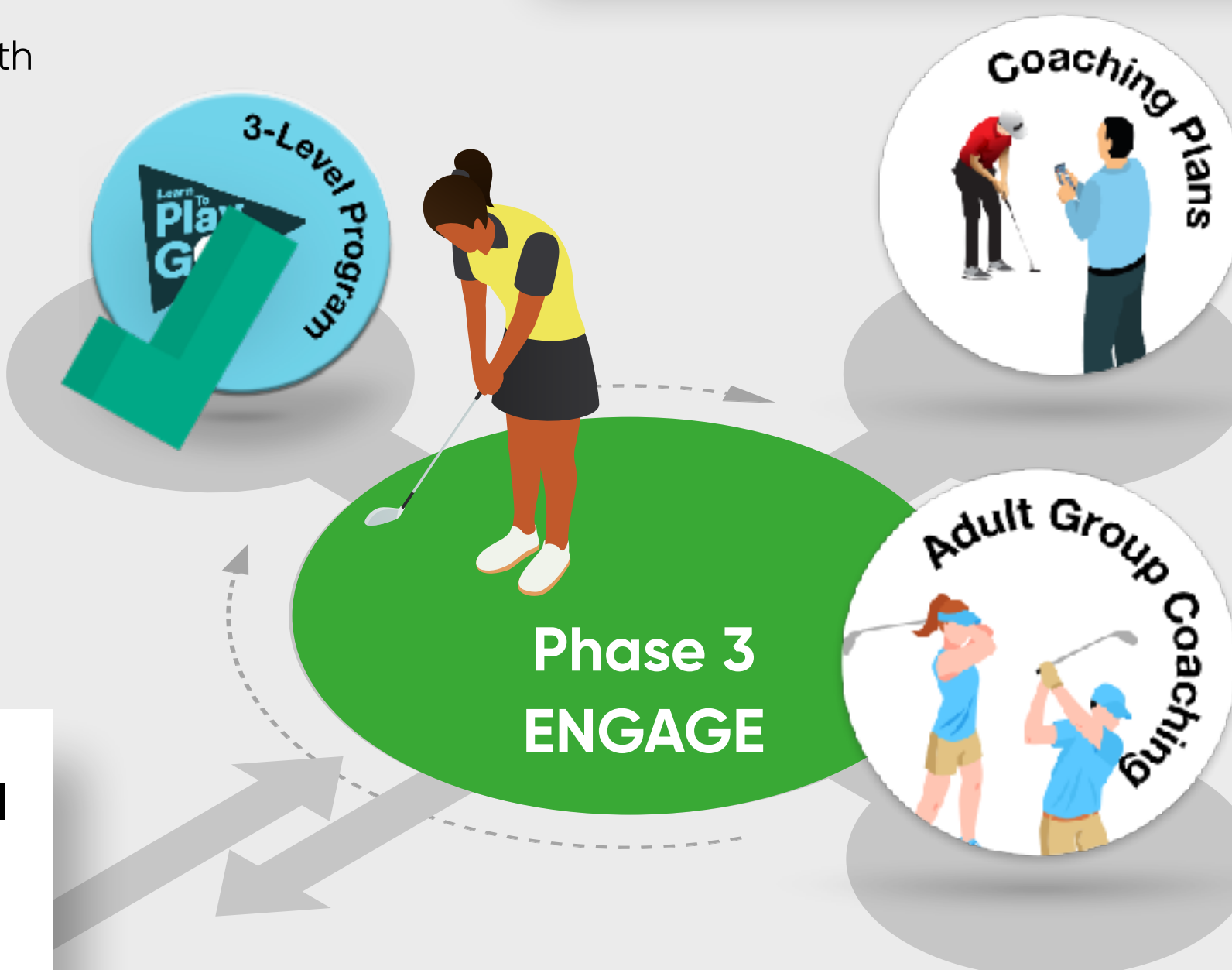
## ✓ Club and Course Ready

### Independent, Competitive and Social Play at the Club

The learner can continue to play the course from the adapted teeing positions and play in a range of events and opportunities at the club on a social or competitive basis. The learner can also play the course independently.

### Private Lessons

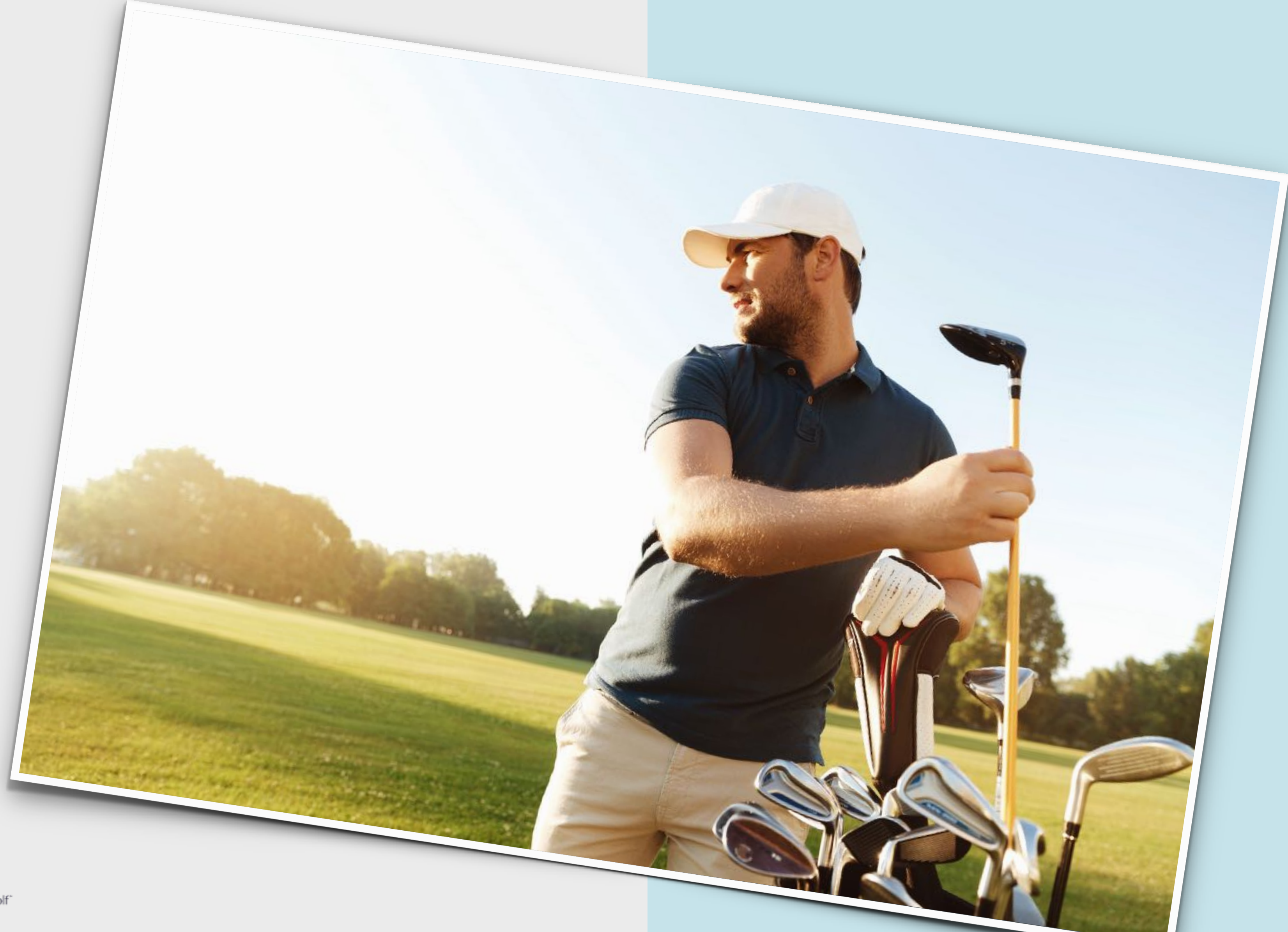
Learners can continue their development through the private lesson programs.



### Adult Social Group Coaching

The learner can attend these social driven group coaching programs designed to drive social interaction and game development.

# Learning Outcomes



# Learning Outcomes

The learning outcomes have been identified to help shape the learning opportunities the participants will receive on the program. These are the skills and knowledge that are essential for the participants to develop the skills to become **Club Ready and Course Ready** and ultimately complete the program. These learning outcomes are built into the themed classes, practice clubs, on course opportunities and online resources. They also link directly to the skill challenges and 3-level progression pathway...



## Mastering the Game Focus

Each themed class has a specific Mastering the Game Skill focus. The class will then explore specific focus within each element and this is outlined in the class name. Each Practice also rates around these skills.



## Learning the Game Focus

Each themed class has a Learning the Game focus across the four elements which can be discussed and introduced to those attending. You can also guide the learner to the necessary resources in the hub prior to, or after the class.



## Whole Golfer Focus

Each themed class has The Whole Golfer focus across the three elements which can be discussed and introduced to those attending. Once again you can also guide the learner to the necessary resources in the hub prior to, or after the class.



# Mastering the Game

This learning outcomes explores the skills required for learners to develop the technical and tactical skills in order to play the course to the level of competency required in order to become an active golfer and club customer. It is a combination of these skills that will allow the learner to play with Competence and Play within sufficient speed of play.

The four areas and sub-skills explored within the program are:

## Swing

Development of the skills required for the learner to competently use the clubs in full swing areas of the game. This element explores:

- Driving
- Fairway woods
- Irons



## Around the Green

Development of the necessary skills the learner will require in situations around the green. This element includes:

- Pitching
- Chipping
- Bunker play

## On the Course

This element is focused on the development and transference of the learners skills onto the golf course to play independently, socially and competitively. This element includes:

- Awkward Lies
- Basic Strategy and Management
- Art of Scoring



## On the Green

Development of the necessary skills the learner will require in situations on the green. This element includes:

- Short Putts
- Long Putts
- Green Reading
- Scoring

# Learning the Game

The areas explored within Learning the Game are required in order for learners to develop the skills, knowledge and experience to play safely with others and within the rules and standards of the game.

The four skills are:

## 1. Rules and Etiquette

Development of the necessary knowledge to play the golf course with others socially and competitively within the rules and standards of the game. For example, some of the content covered includes:

- Etiquette on the different areas of the course
- Etiquette on practice areas
- Basic rules on the course

## 2. Playing and Scoring

Development of the necessary knowledge to play the golf course in a variety of formats competitively and socially. For example, some of the content covered includes:

- Different playing formats
- Hole layout and design
- Golf terminology



## 3. Preparing to Play

Development of the necessary knowledge to prepare for playing the golf course in a range of conditions and environments. For example, some of the content covered includes:

- Warming up to play
- Preparing your bag
- Warming up before your round

## 4. Orientation

Development of the necessary knowledge to navigate the course and the club, being a club customer and to participate with confidence. For example, some of the content covered includes:

- The clubhouse and staff
- Areas of the golf hole
- Adapted teeing positions and the tee box

# The Whole Golfer

This learning outcomes explores the skills that will strengthen the development of learners to become active golfers, with the competence to play the course, become active club customers and build golf into a healthy and active lifestyle.

The areas covered within this learning outcome are:

## Body

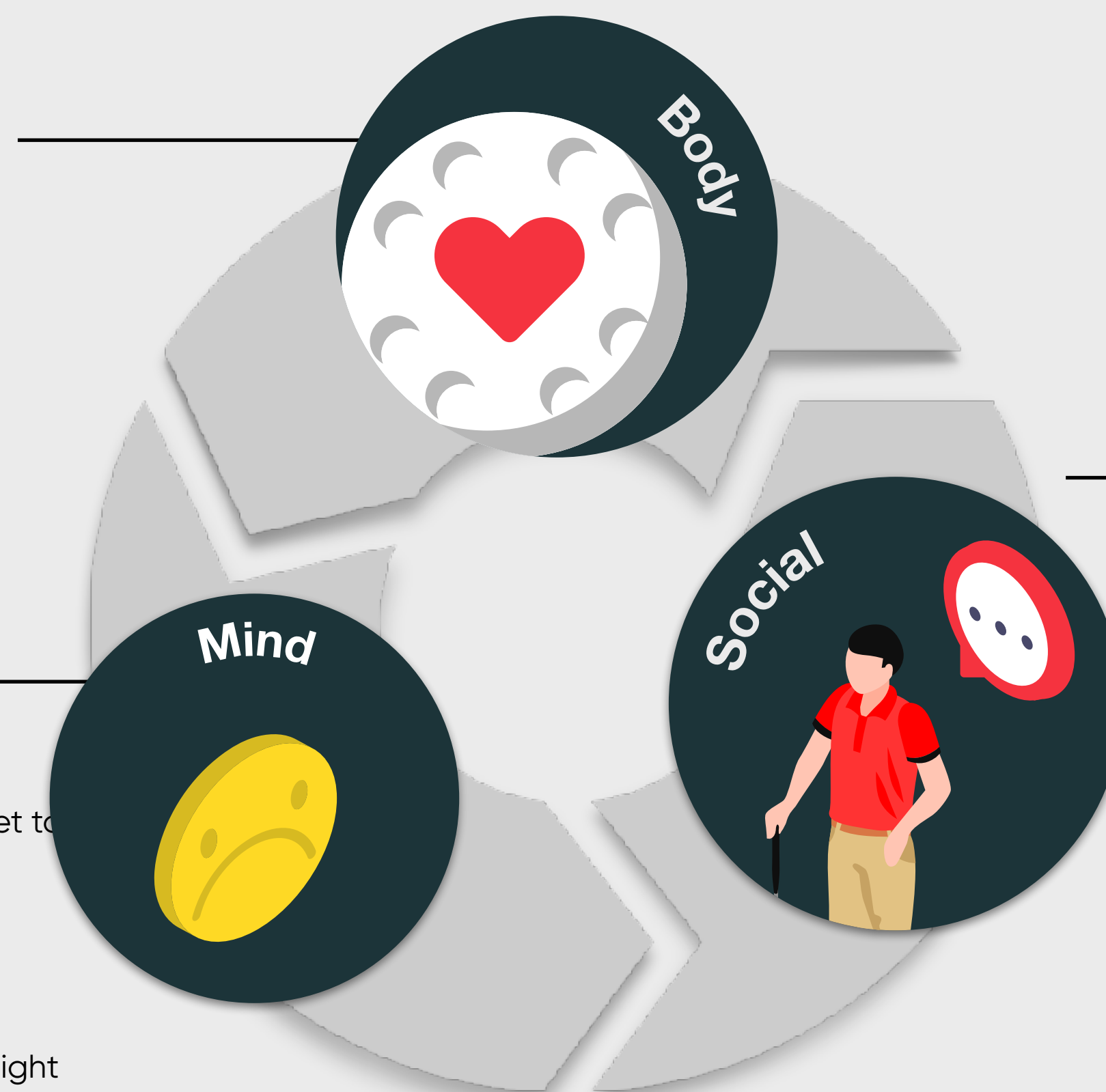
Development of the learners awareness of the role of the body in playing the game to ensure that they can live a health lifestyle. Areas explored in the program are:

- Overuse injuries
- Fit for golf introduction
- Nutrition on the course
- Hydration and increasing stamina
- Pre round warm up
- Injury prevention
- Your swing will be unique

## Mind

Development of the learners confidence and mindset to play the game with others in social or competitive environments.

- Enjoy challenging practice
- Pre shot routine
- Growth mindset, you don't need to know it all straight away



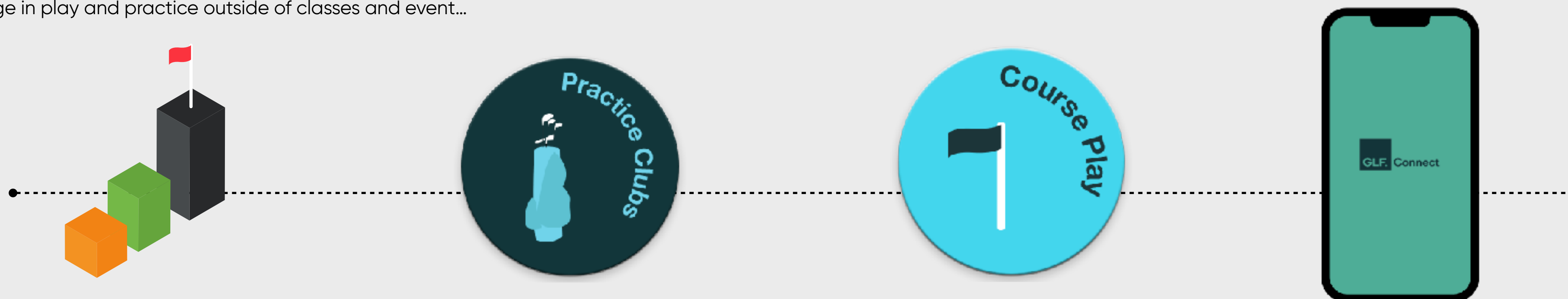
## Social

Development of the learner's social skills to become an active customer of a club environment to strengthen their confidence and enjoyment of the game.

- Introduction to the club
- Playing in front of others
- Shaking hands - start and end of a round

# Delivering the Learning Outcomes

The learning outcomes can be delivered through a mixture of in-person delivery within the program with the myGame+ feature on the GLF Connect app providing a digital supporting role. The skills within the learning outcomes are built into the different program opportunities but will also be developed the more the learner engage in play and practice outside of classes and event...



## Themed Classes

Each of the Themed Classes across the 3 levels will explore one the Mastering the Game skill elements and specific skills within this. Each class also provides an opportunity to introduce and developer skills within the Whole Golfer Focus and Learning the Game Focus. The graduation event provides an additional opportunity on the course.

## Practice Clubs

Each of the Practice Clubs have a suggested Whole Golfer Focus and Learning the Game Focus. They also rotate around the four Mastering the Game Skills.

## Course Play

The monthly Course Play event provides the learner with increased exposure to the adapted course. This will help them to develop their skills across all of the learning outcomes in the real golf environment.

## GLF. Connect

Via GLF. Connect App, the learner can engage with the program including challenges, lesson media and logging on course scores.

# Themed Class Blocks



# Role of the Themed Class Blocks

The themed classes are structured across the 3 levels. The themed class blocks are an essential component of the program and they have been built to provide the following to the learner...



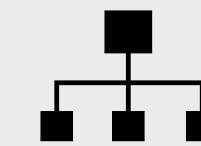
## Provide Clarity

- The themed classes help provide the learners with an understanding of what learning opportunities they will have on the program.



## Define a Curriculum

- The themed classes help ensure that the learner is exposed to the knowledge, skills and experiences across the learning outcomes within the program.



## Give Structure

- The classes also help to give a coherent structure to the program that you and the learner can follow and can be linked to the schedule and booking system on GLF. Connect.



## Link to the Pathway

- The themed classes can provide a direct link to the 3-Level progression pathway and ensure the learner has been exposed to learning opportunities on their journey to being club and course ready.



## Level by Level Journey

- The themed classes have been built to provide the learners with the learning opportunities in a logical and level by level order. Each class contents follows the next giving a clear level by level journey to the learner.



## Challenge Opportunity

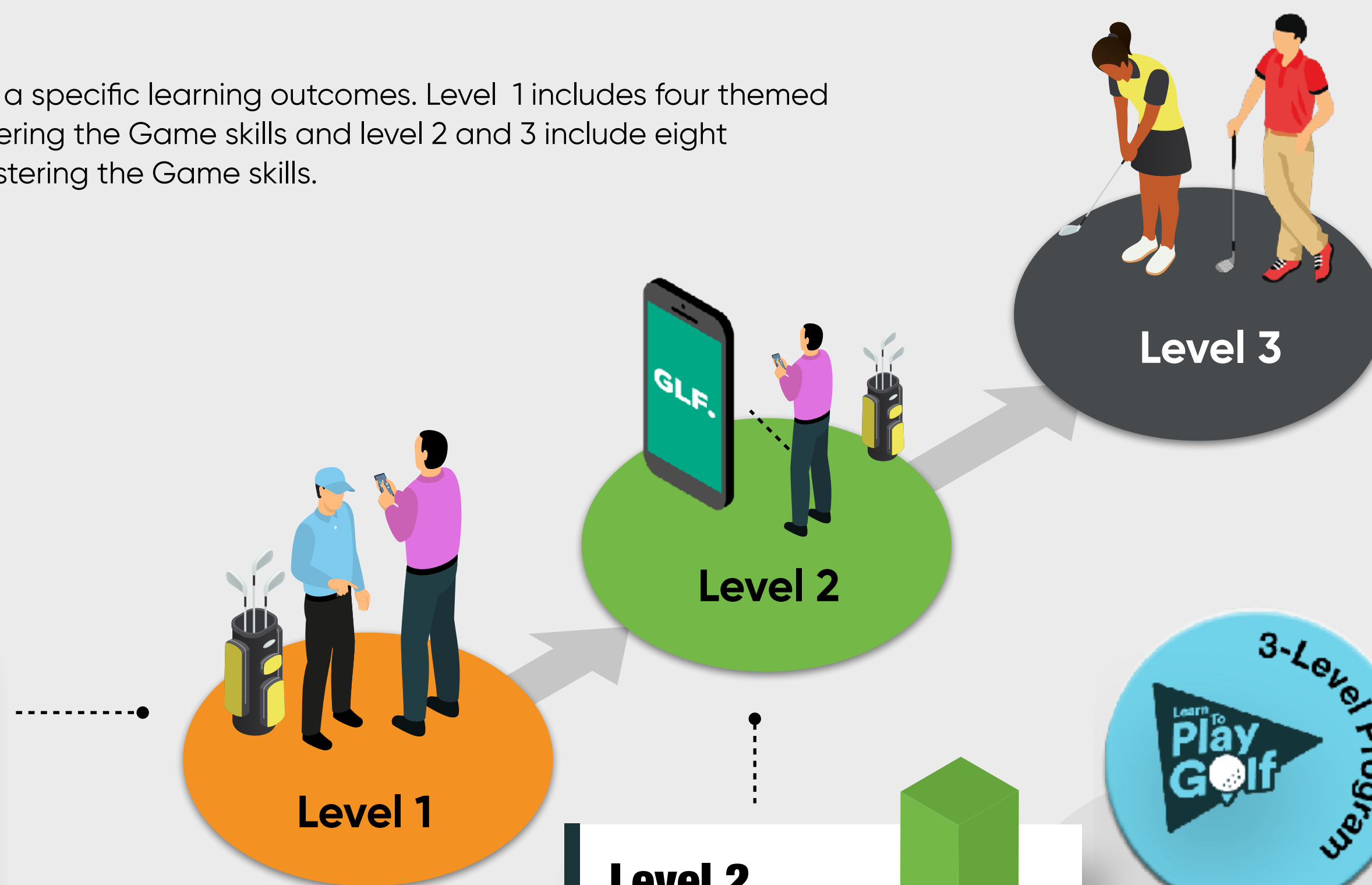
- Where possible, the learner can also attempt a challenge specific to the class that is running. This acts as a way of guiding the learner through their own skill development and offers an engaging, competitive and fun element to each class.

# Themed Class Blocks

Each of the classes in each level are themed to a specific learning outcomes. Level 1 includes four themed classes, with one class across each of the Mastering the Game skills and level 2 and 3 include eight classes with two classes across each of the Mastering the Game skills.

**Level 1**

- Block of 4 consecutive introduction themed classes covering each skill within the game.



**Level 2**

- Block of 8 consecutive intermediate themed classes with 2 classes across each skill.

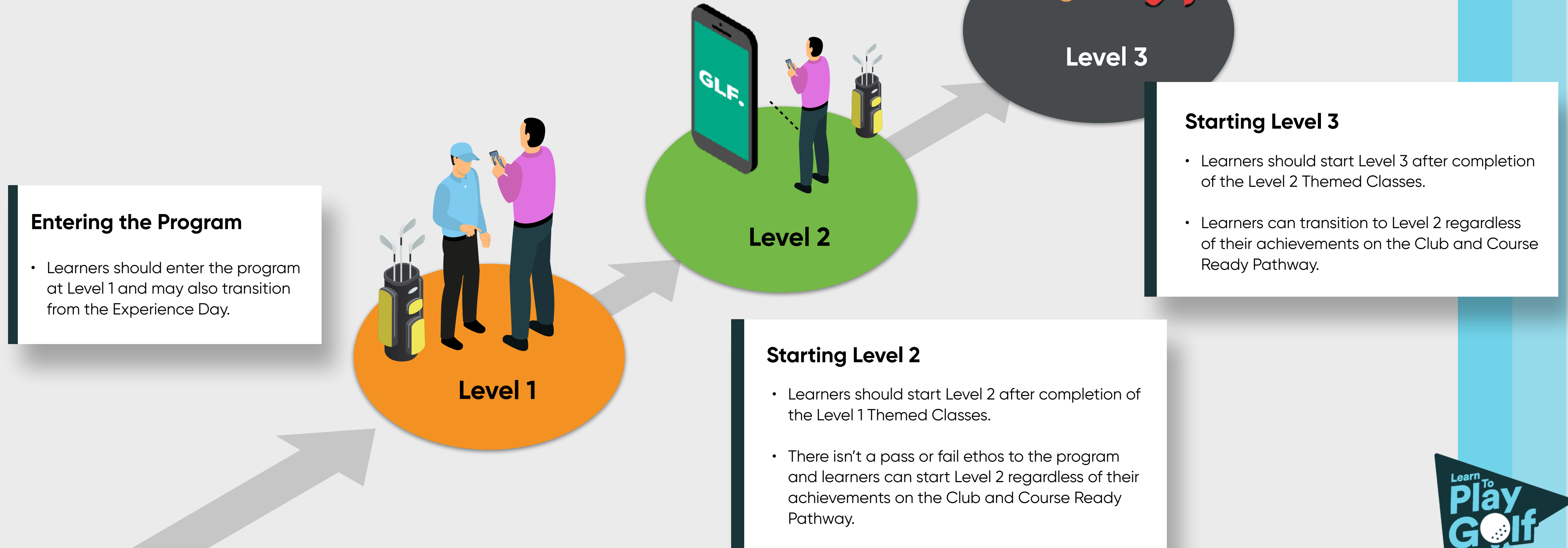
**Level 3**

- Block of 8 consecutive advanced themed classes with 2 classes across each skill.

# Themed Class Block Progression

The Themed Classes have been designed to provide the learners with access to the skills, knowledge, experiences and social connections deemed necessary to become Club and Course Ready. The Themed Classes provide a prescribed class content that should be delivered to the learner.

The themed class have also been built to be delivered in defined order and the program will work best if it is delivered in this way. A learner should also start their journey through the program following the order of the class and levels where possible...










# Level 1 Classes

Level 1 is intended to be the entry point into the programs for those who have had an initial taster on the Experience Day or are starting with limited or no previous experience. This level is intended to provide an introduction to the game across the four Mastering the Game skill categories. An On the Course class is included at this level and it is the responsibility of the coach to schedule these at times that are practical within your club.

The intention of the Level 1 classes is to provide a grounding across the broad skills areas before the learner builds and develops more specific skills within Level 2 and 3. The classes are delivered starting from full swing building up to the final class on the course...

## Level 1:

-  Block of 4 Themed classes
-  Themed class content across four skills
-  90 minute duration for each themed class
-  Chargeable per block
-  Maximum of 8 Students per class



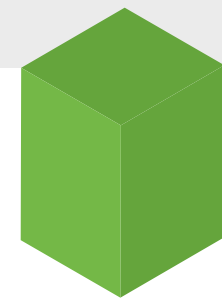
Class Number	Class Name	Mastering the Game Element Focus
1	An Introduction to Swing	Swing
2	An Introduction to Chipping	On the Green
3	An Introduction to Putting	Around the Green
4	An Introduction to the Course	On the Course

# Level 2 Classes

Once the learner has attended the Level 1 Introduction Themed Classes, they should move fluidly to attend Level 2 intermediate classes. Each of these classes has a specific focus across the four skill categories, with 2 classes in each skill.

These classes provides the learner with a chance to further develop their skills and knowledge within each of the skill categories. The classes have been designed so that they are delivered in a specific order so that the learner builds their skills and knowledge in a progressive way...

## Level 2:



- Progression from Level 1
- Block of 8 Intermediate Themed classes
- 8 students per class
- 90 minute duration for each themed class
- Chargeable per block






Class Number	Class Name / Focus	Mastering the Game Focus
1	Long Putts and Slopes	On the Green
2	The Driver	Swing
3	Contact and Distance in Chipping	Around the Green
4	Rules and Etiquette	On the Course
5	Short Putts and Slopes	On the Green
6	Iron Play and Wedges	Swing
7	Pitching and Bunker Introduction	Around the Green
8	Formats and Scoring	On the Course

# Level 3 Classes

Once the learner has attended the Level 2 classes they can progress to the Level 3 advanced classes. These classes have been designed to cover more advanced skills building form the knowledge and skills the learner has developed at Level 1 and 2.

Each of these classes once again has a specific focus on the four skill categories with two classes within each skill...

## Level 3:

-  Progression from Level 2
-  Block of 9 weeks with 8 Themed classes
-  8 Students per themed class
-  90 Minute duration for each themed class
-  Chargeable per block

Class Number	Class Name / Focus	Mastering the Game Focus
1	Scoring	On the Green
2	Fairway Woods & Hybrids	Swing
3	Club Selection and Awkward Lies	Around the Green
4	Conditions and Awkward Lies	On the Course
5	Getting Up and Down	On the Green/Around the Green
6	Hit it Further	Swing
7	Developing Pitching & Bunker Play	Around the Green
8	Course Management	On the Course

# Final Thoughts

Further training on the themed classes is available within the Coaches Toolbox and when you should complete this module is outlined in the implementation module of this training. However, here are some important elements to summarize...



## Class Content Flexibility

- It is your job to interpret the class plans and make the best judgement as to the delivery of this within your venue. You need to ensure this suits the needs of your facility and the content caters for a range of experiences on the program.



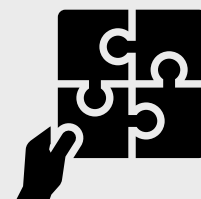
## Mastering the Game Challenges

- There is an opportunity to setup a specific challenge within the Mastering the Game skill for that class. This will provide an engaging element of the class especially for those attending again, but it is your description as to whether you offer this in the class.



## Technical Development

- Within each Themed Class we have prescribed a technical element that can deliver to the group. This technical theme is broad and allows for you to deliver it in your own way, so that you have autonomy on the program and can take ownership of the content being delivered.



## Skill Progression

- The themed classes have been built in an order where the learning opportunities progress from one class to the next. Therefore it is recommended that you deliver the classes in the order they have been prescribed.



## Secondary Skill

- Each class plan includes a secondary skill. This is included so that you cater for learners who may have attended the class theme previously and you can offer variation to their experience. It is also added if your venue does not have the facilities to deliver the class theme.



## On Course Classes

- Critical to the program is that learners get the opportunities to learn on the course and this is built into the program. It is your responsibility to ensure these are scheduled within the program and you should work with your club management to ensure these classes are available within your program.

# Practice Clubs



# Role of the Practice Club

Practice clubs are just that, a chance for the learner to develop their skills with you and develop deeper social connections with other learners on the program. The learner can supplement their attendance of the Themed Classes by attending any of the weekly Practice Clubs that are on offer. The Practice Clubs are a vital supporting element to the program and have been built into the program as a way of delivering the following...



## A Chance to Catch Up

- The Practice Clubs provide an opportunity for the learner to make up any missed classes as well as supplement their learning.



## Challenge Opportunity

- Built into the Practice Clubs are an opportunity to attempt all of the Challenges within the Mastering the Game skill focus for that week. This will allow the learners to track their progress through this element and engaged with the myGame+ area on GLF. Connect.



## Increased Exposure to the Course

- Practice Clubs provide more opportunities for the learner to access the skills and knowledge across the learning outcomes and also on the course. This will to strengthen their development and reinforce the content they receive in the Themed Classes.



## Additional Practice Time

- The practice clubs provide more practice time for the learner under supervision which will only lead to more success. The learner will have more time at the club improving their skills which will lead to quicker development and enjoyment.



## Develop Social Connections

- Learners will not only be able to strengthen the social connections they have already built but also meet others who may be attending different themed classes throughout the week.



## Private Coaching Opportunity






- Practice clubs are also the ideal opportunity to your to assist the learner on a private basis if required. The nature of the practice club and the way this is delivered provides the ideal opportunities for this.

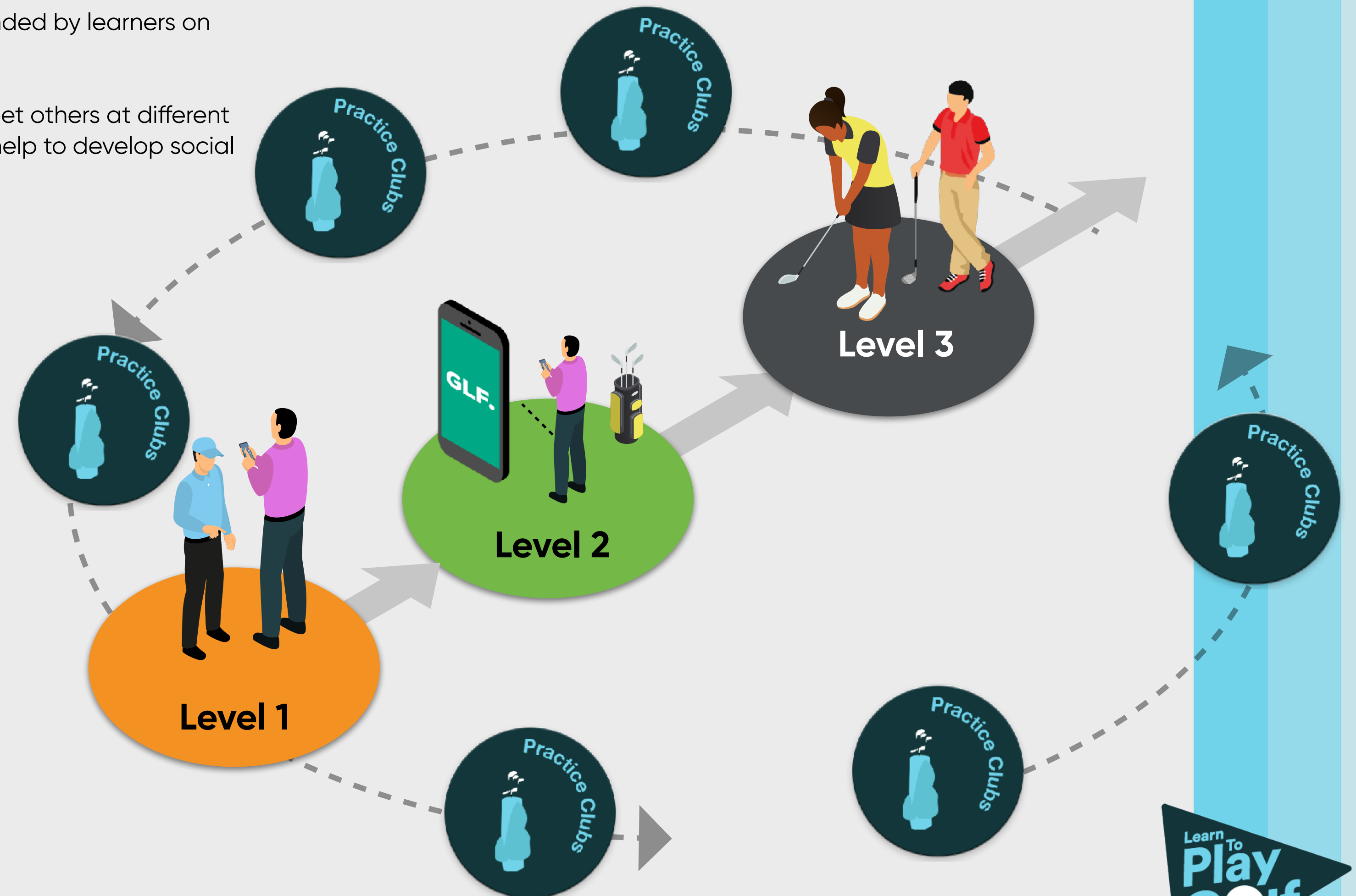
# Overview of Practice Clubs

Practice Clubs are an opportunity for those on the program at any level to develop social connections and practice their skills with the support of a coach. Practice Clubs are recommended to be offered a minimum once per week and can be attended by learners on any level of the program.

It is actively to be encouraged that learners get the opportunity to meet others at different stages of the program and on different class times and days. This will help to develop social connections within the program.

## Swing, On the Green and Around the Green Practice Clubs

-  60 Minute Duration
-  Open to all across each level
-  Recommended to be scheduled weekly on a rotation
-  Chargeable per event
-  12 Students per class to one coach



# Practice Club Themes

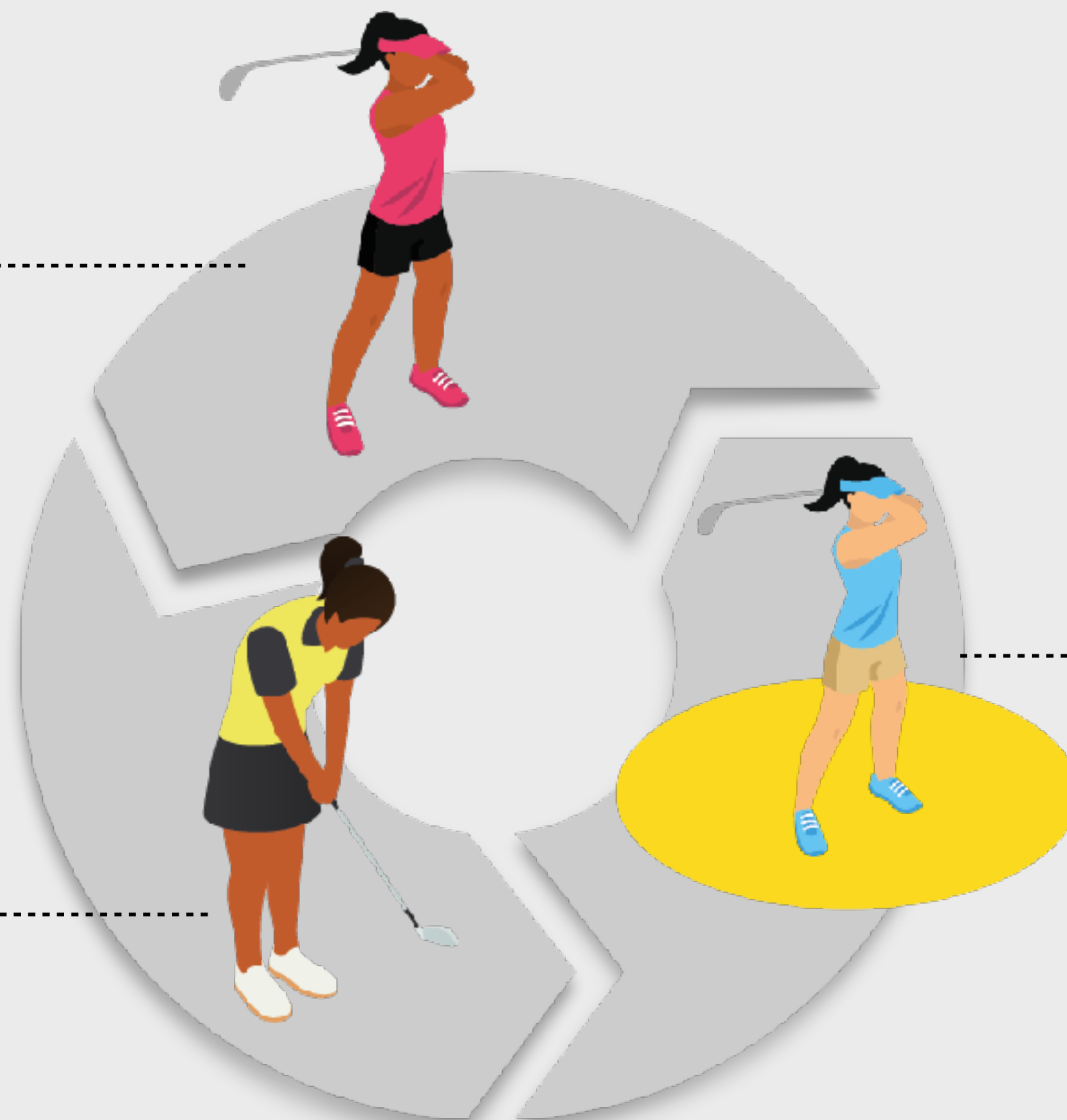
Practice Clubs are recommend to rotate around the Around the Green, On the Green and Swing skill elements within the Mastering the Game learning outcomes. More information is provided below...

## Practice Your Swing

During the Swing Practice Clubs, the Learners can practice across any of the Swing elements within the program.

## Practice On the Green

During the On the Green Practice Clubs, the Learners can practice across any of the On the Green elements within the program.



## Practice Around the Green

During the Around Green Practice Clubs, the Learners can practice across any of the On the Green elements within the program and where your facility can provide this.



# Included in a Practice Club

Practice clubs are designed to be less structured than the Themed Classes and importantly, they are important to encourage social connections and increase the time that your learners have to develop the skills within their game.

However, you can access a recommended plan for each Practice Club within the Coaches toolbox. This will help you to prepare and deliver the practice club whilst also ensuring it remains fun and informal. It is recommended that each practice club includes...



## Mastering the Game Skills and Challenges

Each practice club focuses on developing each skill through fun games and practice drills. It is also an opportunity for the learner to attempt each of the skills challenges within that skill element.



## Learning the Game Focus

You can explore a recommended Learning the Game focus across the four elements. This can be discussed and introduced to those attending at the start, end or during the practice club.

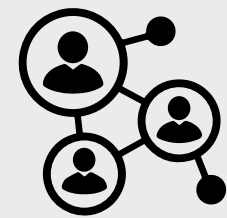


## Whole Golfer Focus

You can also explore a recommended Whole Golfer focus across the three elements. Again This can be discussed and introduced to those attending at the start, end or during the practice club.

# Final Thoughts

Further training on the Practice Club component is available within the coaches toolbox alongside the Themed Class training. However, there are some important elements to summarize...



## Encourage Social Interaction

- You should encourage social interaction between attendees at all times. Practice clubs are all about those enrolled on the program developing stronger connections and you should ensure that you encourage and harness this in the session.



## Break up the Class

- Remember, those attending your practice clubs are new to the game. They want to feel inspired and enjoy playing the game as well as build their confidence. Therefore, break up the practice club with group discussions and interaction.



## MyGame+ Interaction

- Encourage interaction with the GLF. Connect App and myGame+ area. This will encourage engagement in the challenge elements, the journey to club and course ready pathway and interaction with the other features available.



## Cater for individual Needs

- Practice clubs should be flexible. You should ensure that those attending can make choices as to what parts of the practice club they engage in.



## Provide Direction

- Through the practice clubs, you should actively direct learners to most important areas that they need to develop within their game. This includes suggesting improvements specific to their game as well as guide them to the most important themed classes that they should attend in the future.



## Effective Practice

- Try to reinforce how vital effective practice is in your Practice Clubs. Share guidance on this to create culture of practice within your program

# Course Play Events



# Role of the Course Play Event

A supervised chargeable on course event is built into the program, allowing learners to experience playing on the course with others. Providing opportunities on the course that will build a new golfer's confidence is essential, and built into the program is an ability based system to playing the course. The role of the event is as follows...



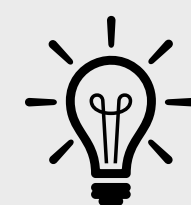
## On Course Exposure

- The event will provide the learners with opportunity to play the course under supervision with others of similar ability.



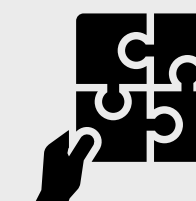
## Develop Social Connections

- It will provide an opportunity for learners to strengthen social connections and make new ones across those enrolled on the program. Out on the course with others with same goals and experiences is the perfect place to do this.



## On Course Learning Outcomes

- The event provides the opportunity to develop the learners scores across the on course elements across each learning outcomes within the program.



## Integration into the Club

- The more time that those enrolled on the program get to spend at the club and on the course will help to drive their confidence and strengthen their future engagement in the program and ultimately eventual conversion into customership.



## Fun and Competitive Play

- The event is an opportunity to experience what real golf is like, playing with others in a fun, competitive format.



## Complete Challenges

- The event gives your learner an opportunity to complete the challenges within the On the Course element of the Mastering the Game progress wheels.



## Link to the Pathway






- The On Course events provide a way of ensuring that the learners on your program have been exposed to experience on their course on the journey to becoming Club and Course Ready.

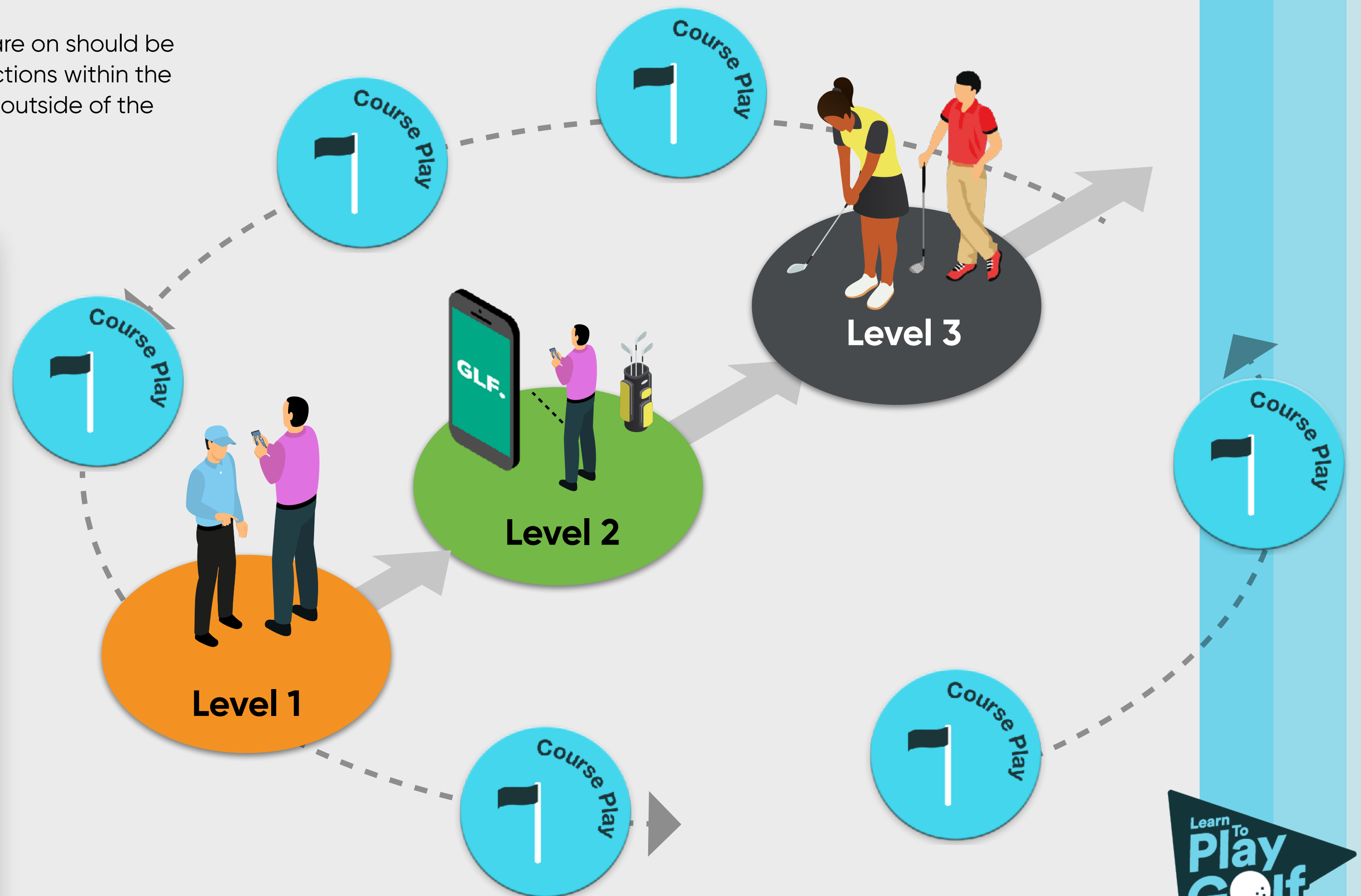
# Overview of Course Play Events

This supervised chargeable on course event is recommended to be offered as a component of your program at least once per month.

All those on the program regardless of the level of the program they are on should be activity encouraged to attend. This will help to develop social connections within the program to drive confidence, enjoyment and on course participation outside of the program...

## Course Play Event

-  Recommended 3-hour duration
-  Open to all across each level
-  Recommended to be scheduled monthly
-  Chargeable per event
-  Up to 36 students per event depending on chosen format
-  Utilise Academy Adapted Course and adapted rules



# ACADEMY COURSE Adapted Course

Built into the program is an opportunity to access the course during the monthly course play event. An adapted golf course has been developed which is vital to help develop the learners confidence of playing the game, achieving a sense of success whilst maintaining the appropriate speed of play to not negatively impact others playing the course.

The adapted course is the same that can be used for the Junior Golf Academy Program allowing you to help utilize what is already in place at your venue. Further training on the adapted course is available in the Coaches Toolbox, however as an over the adapted course consists of...

## The Ace

This tee is 20% of the Academy Tee Length you choose on your course.

ACADEMY COURSE  
ACE TEE

## The Birdie Tee

This tee is 80% of the Official Tee Box length you choose on your course.

ACADEMY COURSE  
BIRDIE TEE

## The Albatross Tee

This tee is 40% of the Academy Tee Length you choose on your course.

ACADEMY COURSE  
ALBATROSS TEE

## Academy Tee

This tee should be the an official tee box on your course that should ideally fall within the recommended yardage in the guidance provided in the 3 Level Program Course Play event training.

ACADEMY COURSE  
ACADEMY TEE

## The Eagle Tee

This tee is 60% of the Academy Tee Length you choose on your course.

ACADEMY COURSE  
EAGLE TEE

ACADEMY COURSE  
ACADEMY TEE

# Mastering the Game Skills Challenges



# Importance of Tracking Progress

Built into the program is an ability for learners to track their progress through Swing, On the Green, Around the Green and On the Course elements within the Mastering the Game learning outcomes. Learners are able to attempt a number of skill based challenges during independent and social practice time as well as in Practice Clubs and where possible themed classes.

These align to the Club and Course Ready Pathway as well as the learning opportunities within the themed classes across each level. It will allow you and the learner to identify where they are on their journey through the program and ultimately the skills they need to become **Club Ready and Course Ready**.



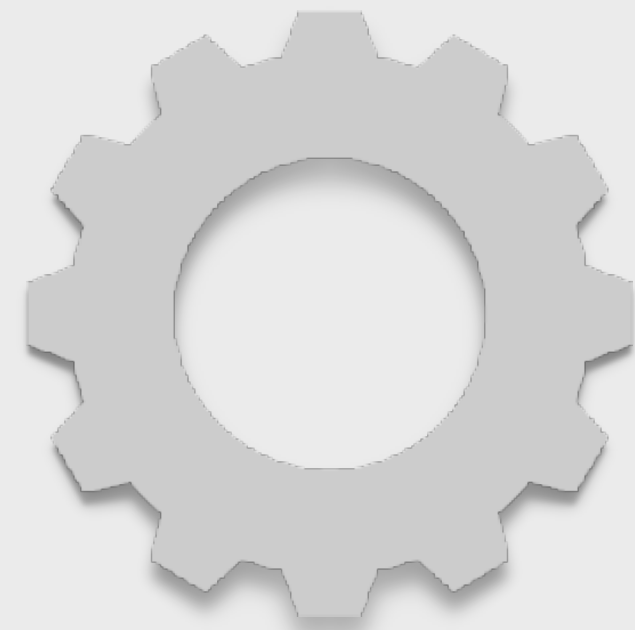
## Direct Development

- The challenges will help you and the learners to understand areas of the Mastering the Game learning outcome that may need more attention through additional attendance of the theme classes, social programs or Private Lesson programs.



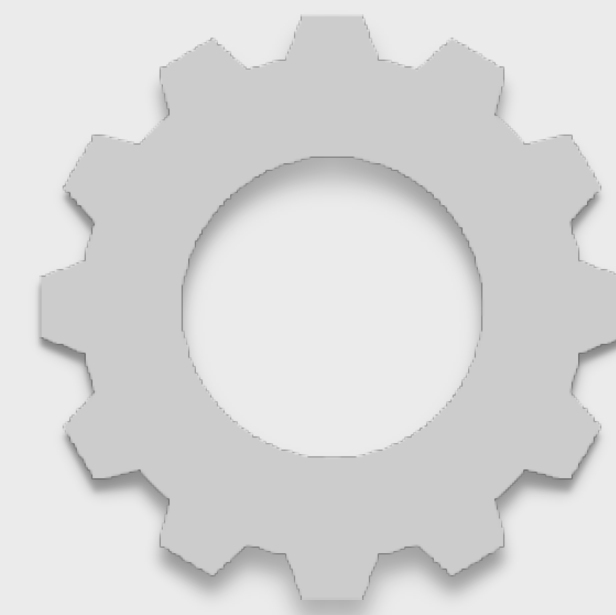
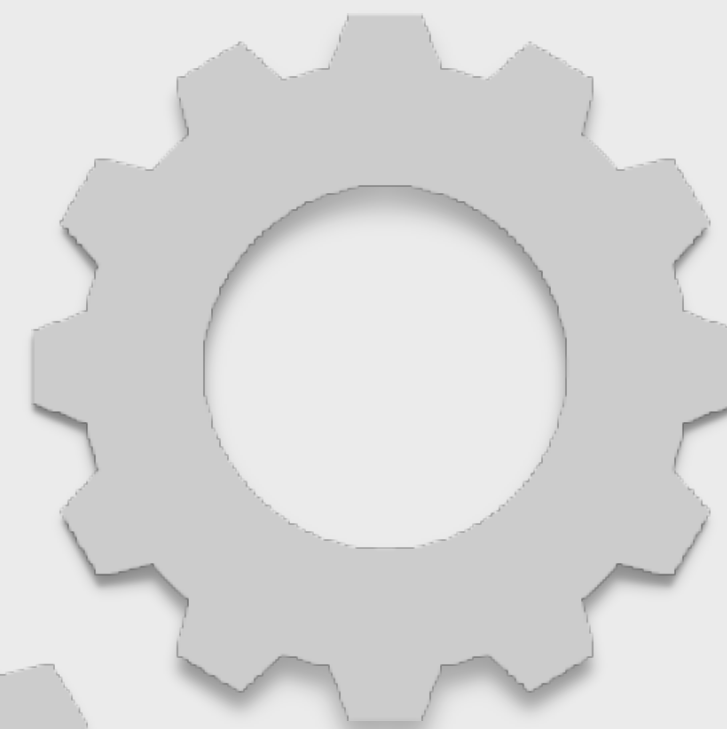
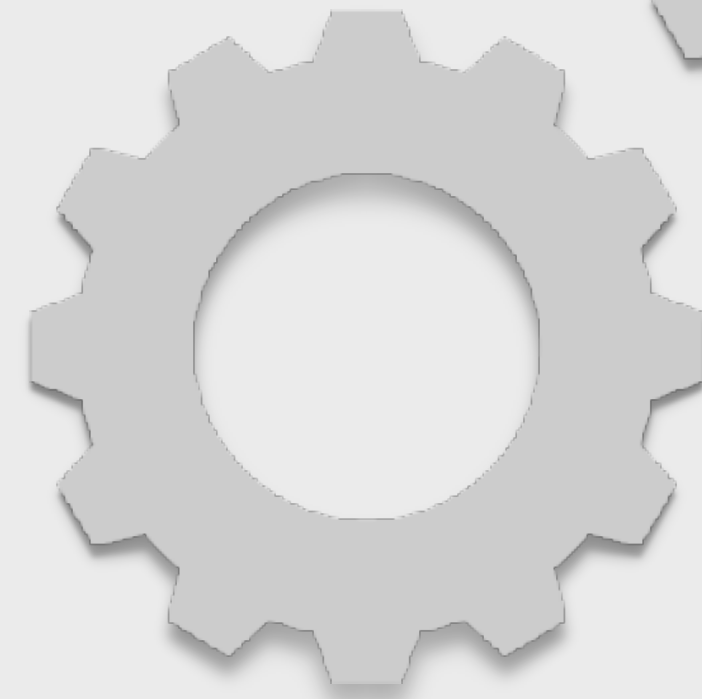
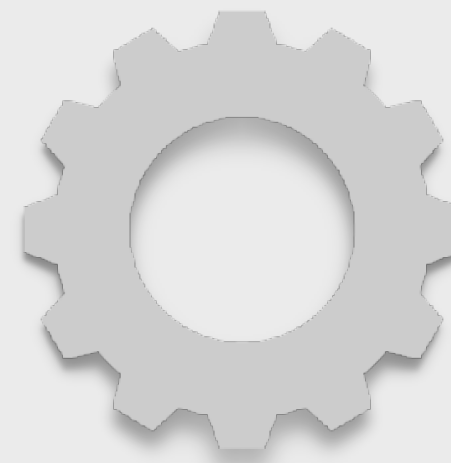
## Drive Engagement

- These challenges will offer an engaging element to the program to drive motivation and enthusiasm in the learning process as-well as healthy competition amongst learners.



## Pinpoint the Journey

- These challenges will help you and the learner to identify where they are on their journey through the levels and ultimately towards the requirement to complete the program and become Club Ready and Course Ready.



## Track Progress

- These challenges will help you and the learners to track their progress through each of the skill elements, essential to completing the scoring challenges at each level.



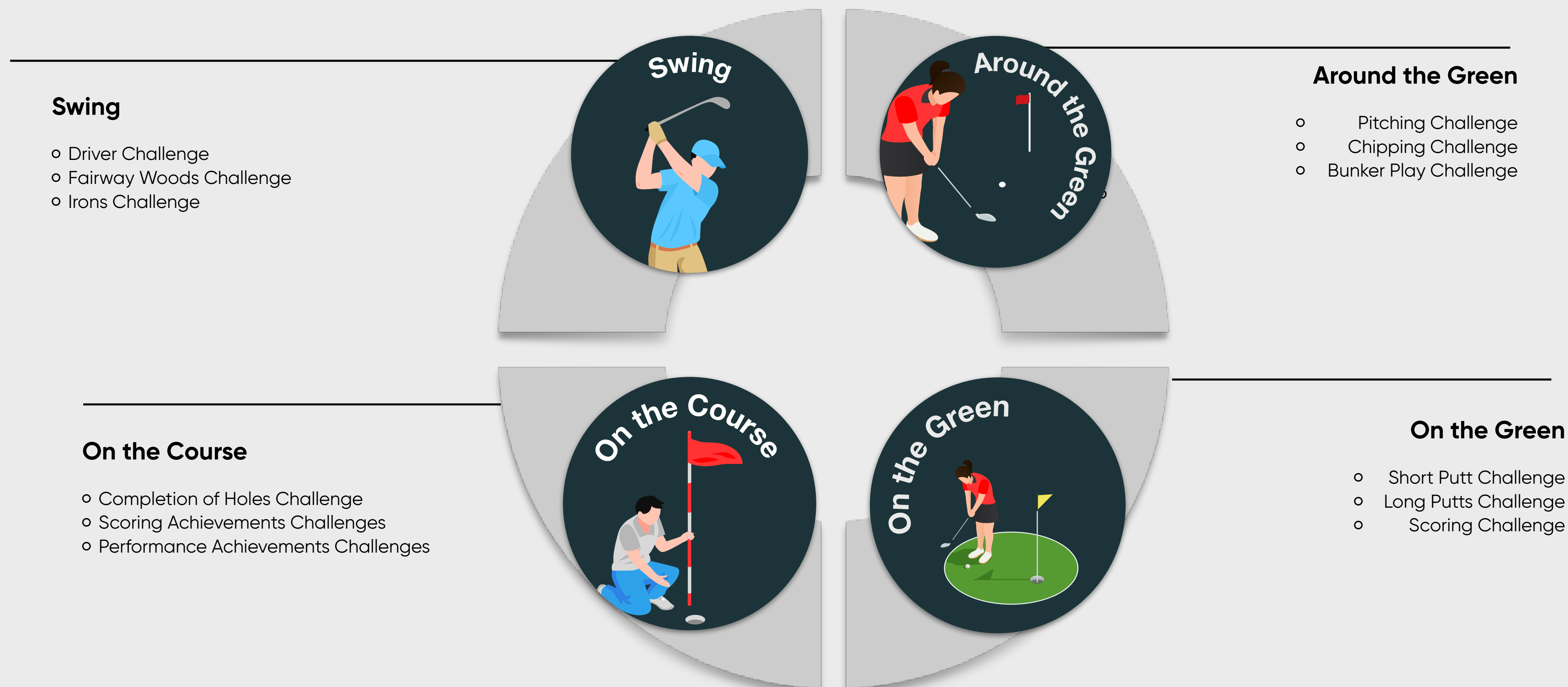
## Drive External Practice and Play

- These challenges will offer an engaging element to the program that will drive independent and social practice by learners outside of organized events and classes. Increased practice time will accelerate the learning process.



# Skill Elements

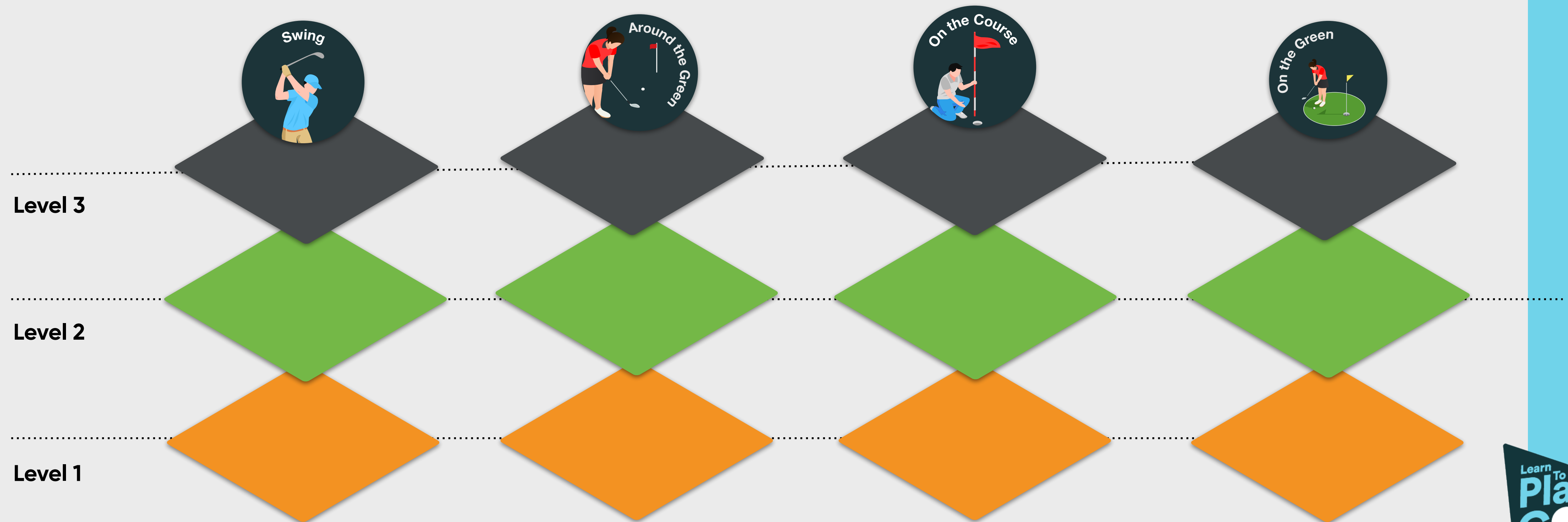
Each learner can attempt challenges across the four skill elements within the Mastering the Game Learning outcome. This learning outcome is used as it will directly help the learner to track their progress to achieve the competency to score to the required level on the course. The four skill elements and the challenges within each are as follows:



# Skill Elements Progress Levels

The challenges have been designed over 3 levels, to link directly to the progression pathway for assessing the learners journey towards becoming Club and Course Ready as well as the themed class opportunities at each level. This allows the learner and their coach, to track their progress across the skills and identify areas for development.

The challenges are designed to act as a guide for the learner and provide an engaging and competitive element to the program. There isn't a pass or fail outcome to each level and the learner can attempt and complete the challenges across any level or skill area at any time during their time on the program and progress through each element at different rates.

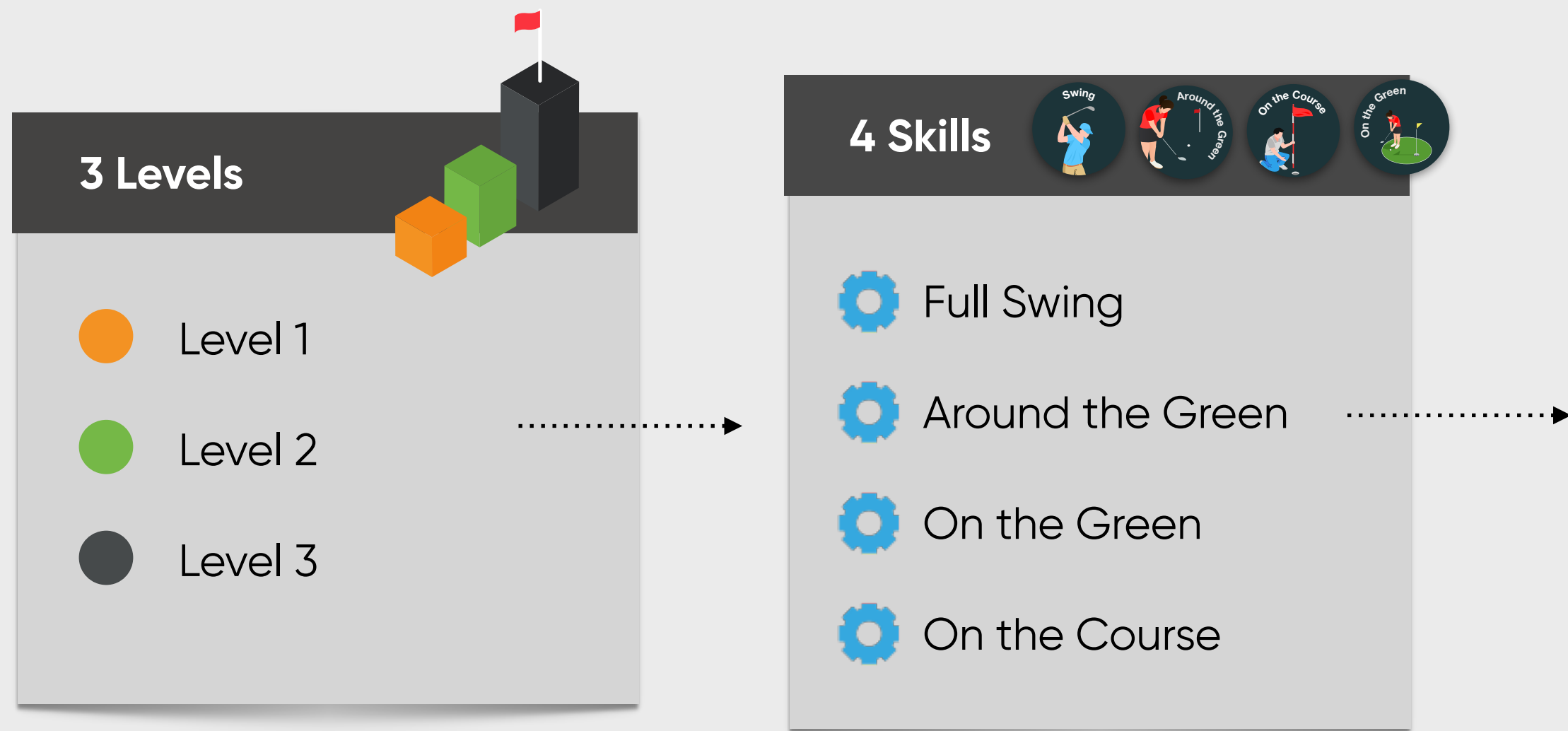


# Levels, Skills and Challenges

The number of challenges across each level differs to align to the Mastering the Game learning opportunities within the Themed Class. At Level 1, learners can attempt an iron Challenge within the Swing Category, a short putts challenge in the On The Green category, a Holes Played challenge in the On the Course Category and a Chipping Challenge in the Around the Green category.

For Levels 2 and 3 there is single challenge for each skill within each of the four categories.

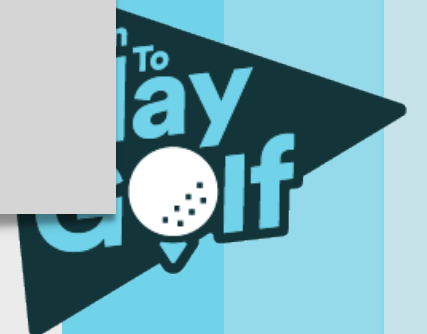
Therefore in total there are 28 challenges that can be attempted across the three levels:



## Challenge Across Each Category, Skill and Level

Challenge Across Each Category, Skill and Level

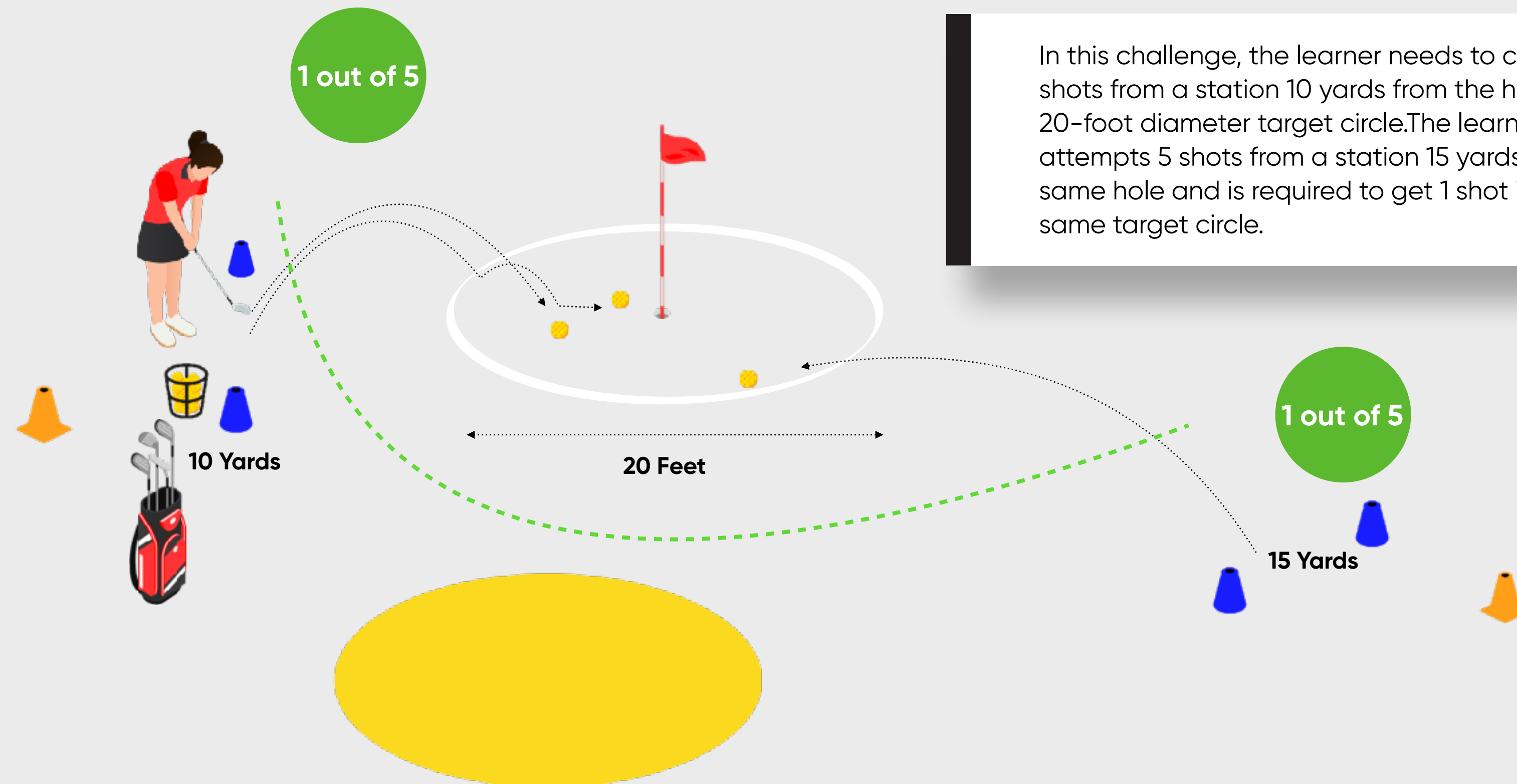
Swing	On the Green
<ul style="list-style-type: none"> <li>● ● ● Iron Challenge</li> <li>● ● Driver Challenge</li> <li>● ● Fairway Wood Challenge</li> </ul>	<ul style="list-style-type: none"> <li>● ● ● Short Putts Challenge</li> <li>● ● Long Putts Challenge</li> <li>● ● Scoring Challenge</li> </ul>
On the Course	Around the Green
<ul style="list-style-type: none"> <li>● ● ● Holes Challenges</li> <li>● ● Scoring Challenges</li> <li>● ● Performance Challenges</li> </ul>	<ul style="list-style-type: none"> <li>● ● ● Chipping Challenge</li> <li>● ● Bunker Play Challenge</li> <li>● ● Pitching Challenge</li> </ul>



# Challenge Example

The challenges have been designed so that they can at your desretion be completed during Themed Classes and Practice, as well as by the learner independently outside of organized program opportunities. The challenges have been built so that they can be easily understood by the learner and attempted in individually, in pairs or groups. The challenges should be a fun, engaging and competitive component of the program design to help you and learner benchmark and track progress through the various skills.

An example is provided below of the the Chipping Challenge at Level 2 within the Around the Green Skill category...



In this challenge, the learner needs to chip 1 out 5 shots from a station 10 yards from the hole into a 20-foot diameter target circle. The learner also attempts 5 shots from a station 15 yards from the same hole and is required to get 1 shot into the same target circle.

# Skill Challenge Exposure

Engagement in the Skills Challenges have been designed primarily to be led by the learner themselves. They provide an engaging, competitive and fun elements to their practice outside of organized classes and events. However, there is also an opportunity for the challenges to be attempted within the program:

## Themed Classes

- Challenges are built into the Themed Class Plans. These link to the Mastering the Game focus for that class. However, these are an optional element to the class and you can decide if it is appropriate to setup and run the challenge depending on those attending your class.

## Practice Clubs

- The challenges are built directly into the practice club plans and provide an ideal place for the learners to attempt the challenges with others and under your guidance.



## Independent Practice

- Learners can also attempt the challenges outside of organized program opportunities on their own or with others.

## Course Play Events

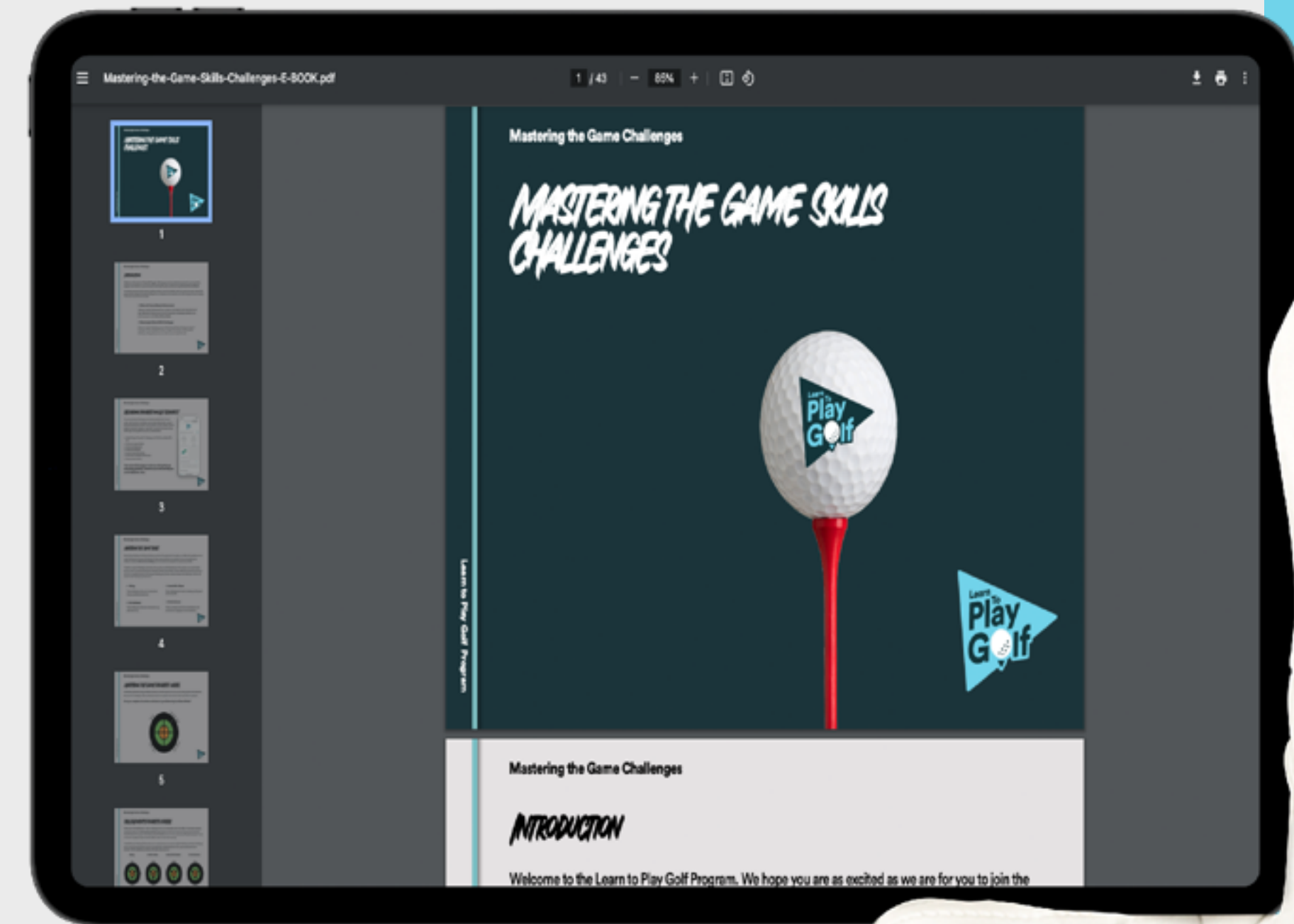
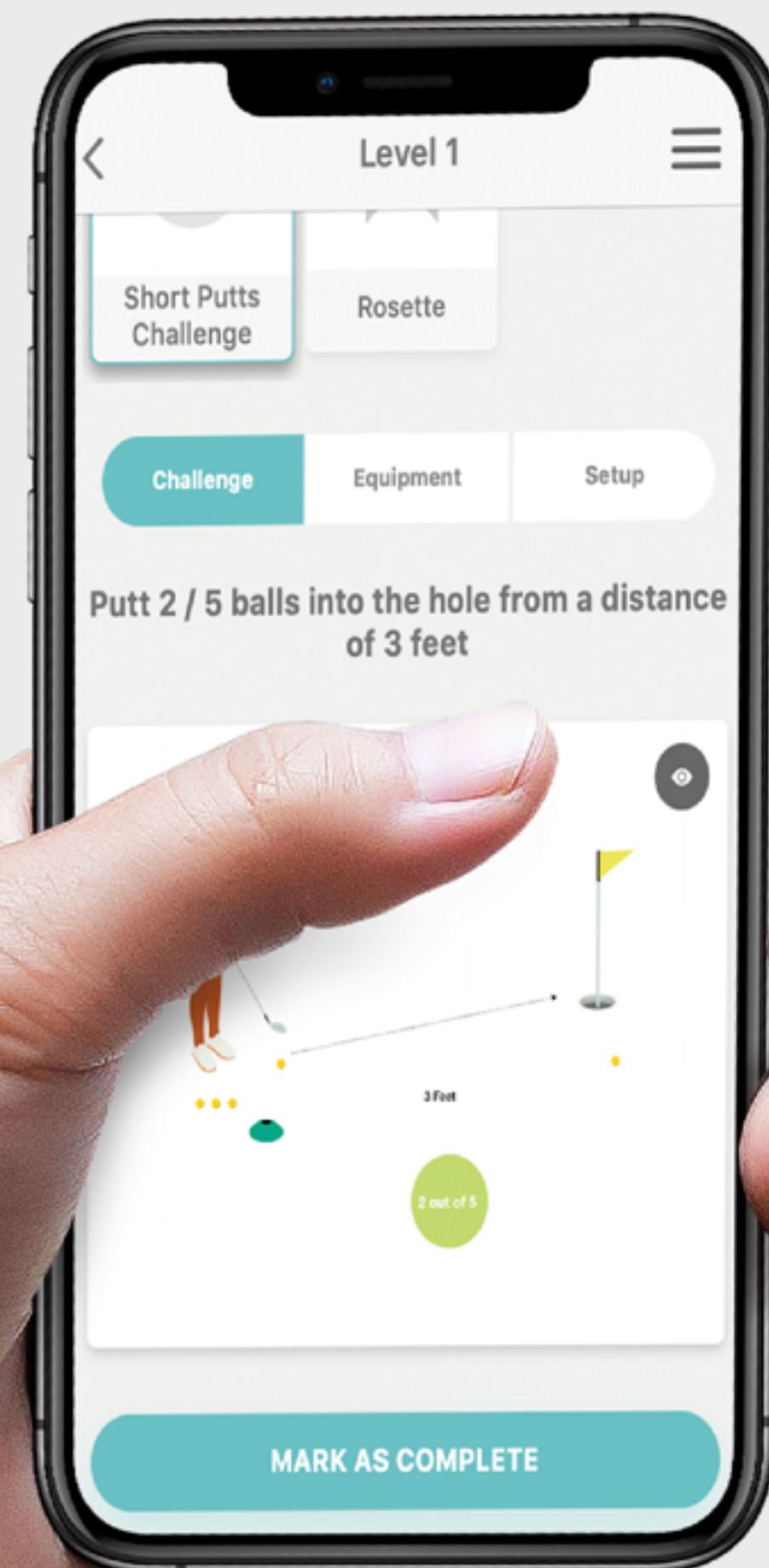
- These events offer an opportunity for the learner to complete the Challenge Achievements within the On the Course Element.

# Accessing the Skill Challenges

Learners are able to access the challenges and guidance on how to complete these using the Challenge E-Book that is recommend to be distributed on sign up to the program. They are also able to view the challenges with the myGame+ feature on GLF. Connect...

## MyGame+ on GLF. Connect

Learners are able to view the specific Challenge with each of the skill types and levels. The engagement with the Skills Challenges and tracking of progress is intended to be led by the learner with support from you. Therefore, within the MyGame+ area of the App, the learner can view and update their progress through the Challenges without any need for validation by their coach.



## Challenge E-BOOK

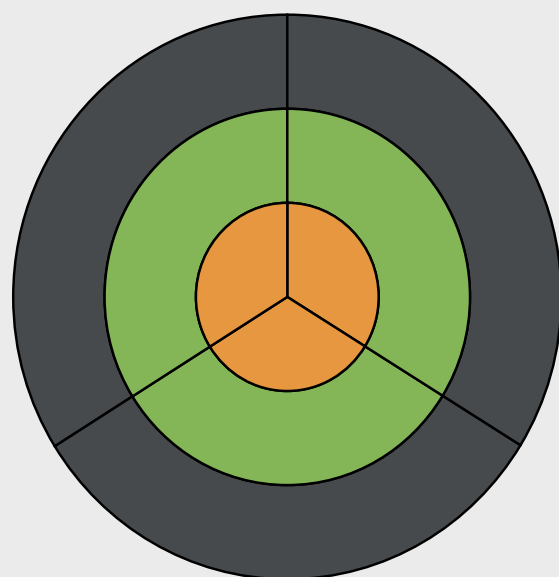
On sign up to to the program, each Learner will receive the Challenge E-Book. This includes a visual of each of the challenges across the 4 skills and level and guidance on how to complete the challenge.

# Skill Challenge Progress Wheels

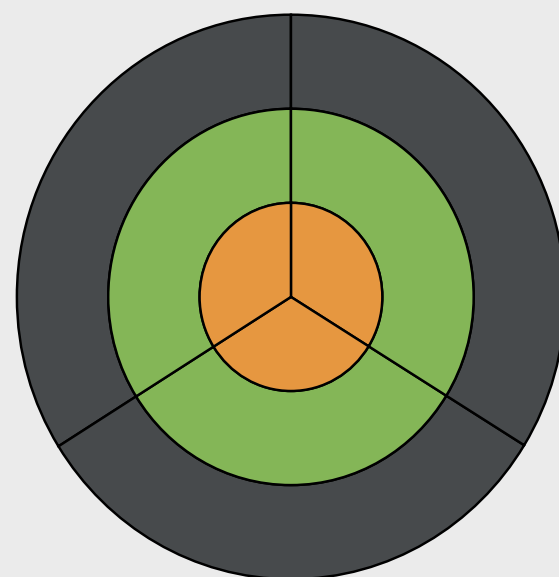
The Mastering the Game Progress Wheels can be used to visually track progress. The learner can also interact with the wheel and see the challenges that needs to be completed.

The main Mastering the Game wheel includes the four skill elements. These sections are populated when the learner completes all of the challenges within an individual skill element progress wheel. There is an individual progress wheel for each skill element within the app. At Level 1 their are only challenges within one of the skills for each category and therefore this section of the progress wheel will already be marked as complete...

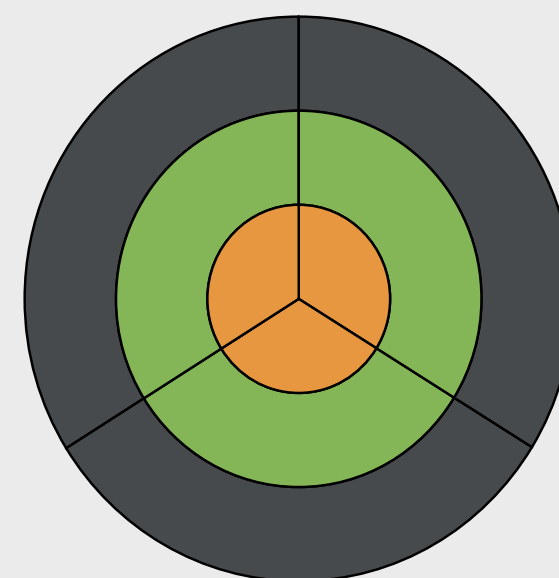
**Swing Skill Progress Wheel**



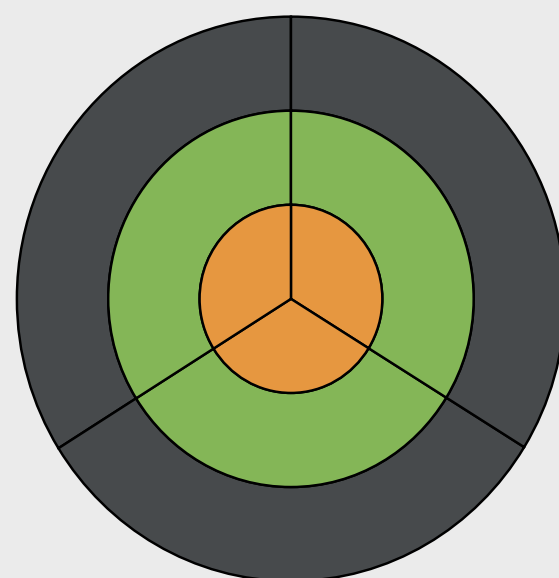
**On the Green Skill Progress Wheel**



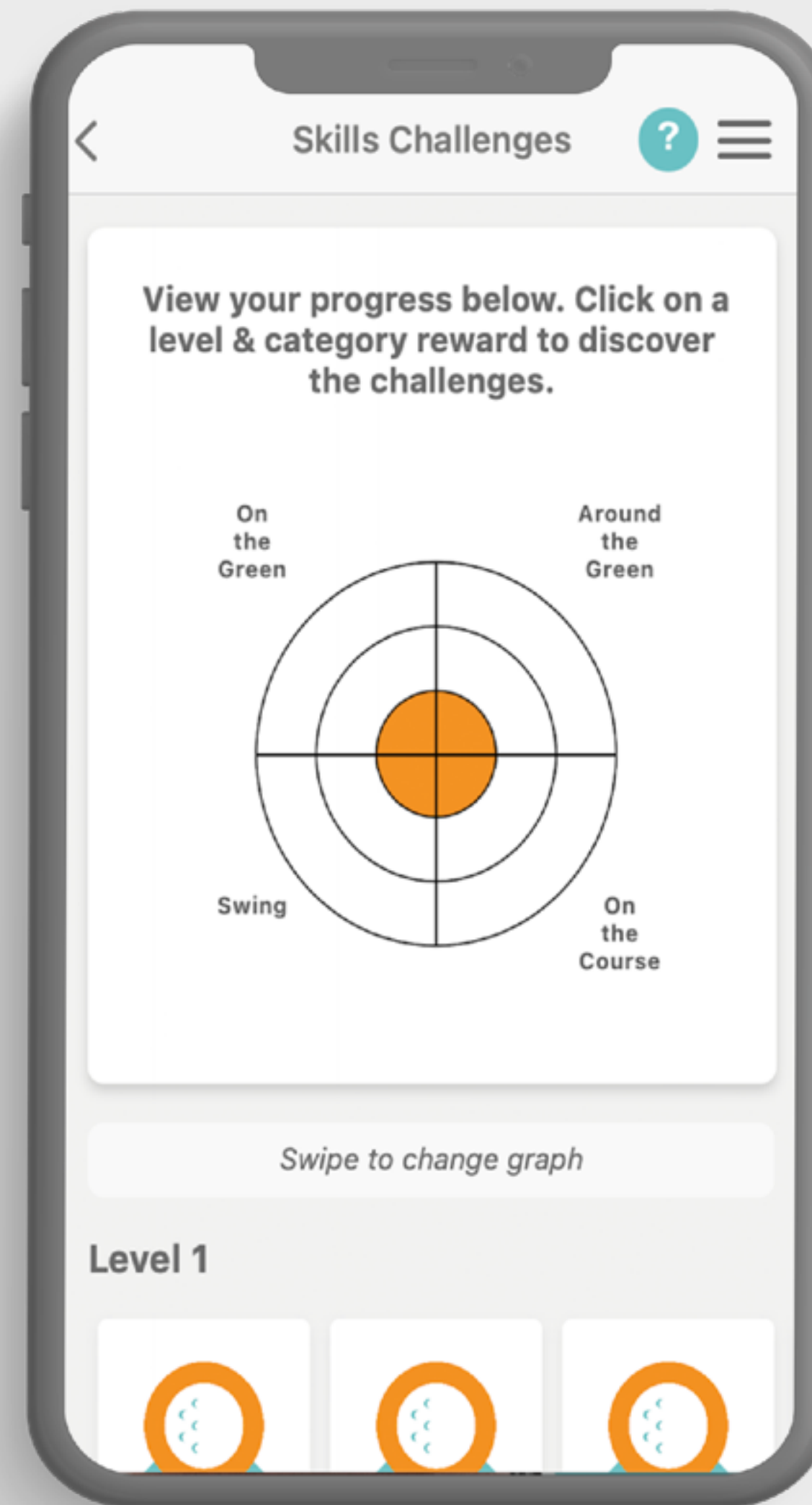
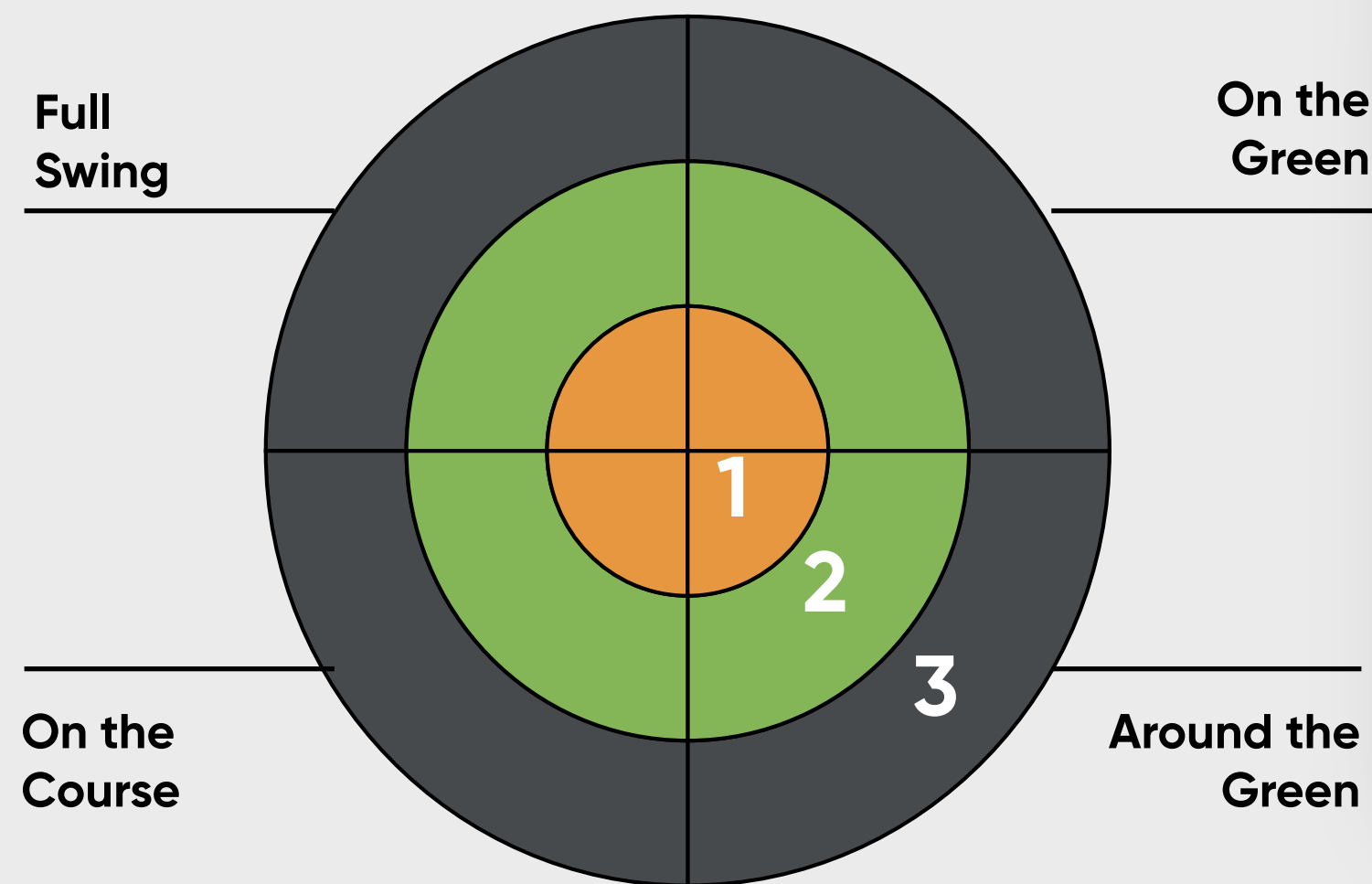
**On the Course Skill Progress Wheel**



**Around the Green Skill Progress Wheel**



**Mastering the Game**



# Updating a Challenge

Via the myGame+ feature, learners and the coach are able to mark a challenge as complete using the following steps...

**1****Step 1**

- The learner can navigate to to skill type and levels to find the specific challenges.

**2****Step 2**

- View Information about the Challenge including a description of the Challenge, How to Setup, Equipment Required and example Graphic of the Challenge

**3****Step 3**

- The learner can mark the Challenge as complete from with the App



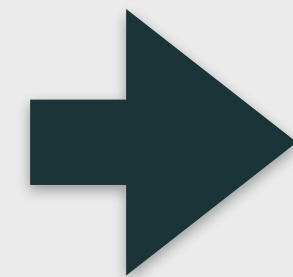
# MyGame+ Challenge Rewards

Built into the MyGame+ feature are a number of virtual rewards. These are awarded to the learner in recognition of completion of the challenges, skill elements and levels. This will help to motivate their learner on their journey and add a fun and engaging element to the programs.

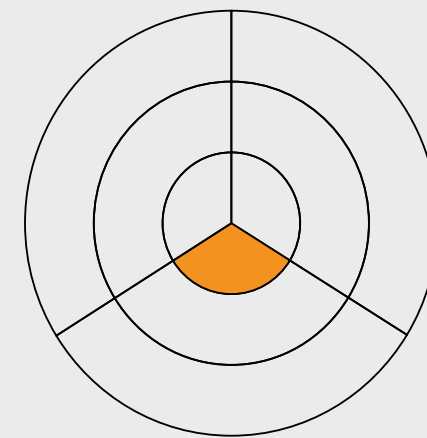
The rewards that can be obtained are as follows...

## Completion of a Challenge

- When a learner completes a specific challenge, they will be awarded a virtual Challenge Stamp for that level. The section of the Skill Wheel will be updated.



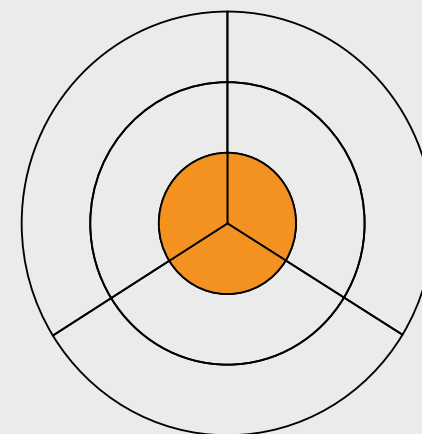
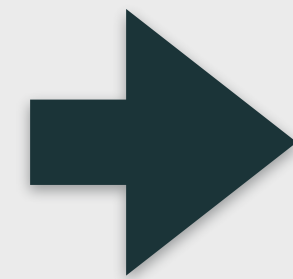
Swing Wheel



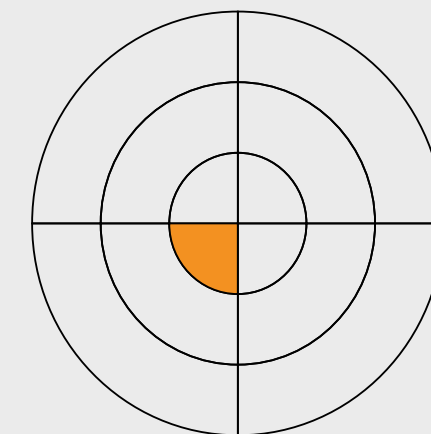
Iron Challenge

## Completion of a Skill Type

- When a learner completes all of the challenges within a skill element, they will be awarded a Virtual Rosette for that level. All sections of the Skill Wheel will be updated and that section of the Mastering the Game Wheel.



Swing Wheel

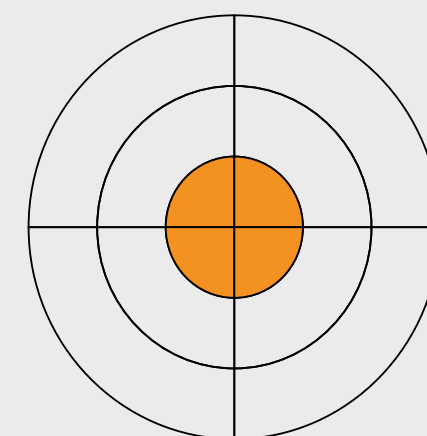
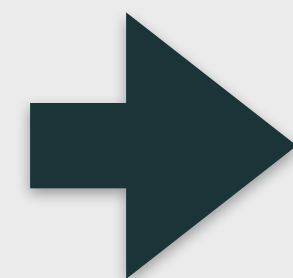


Mastering the Game Wheel

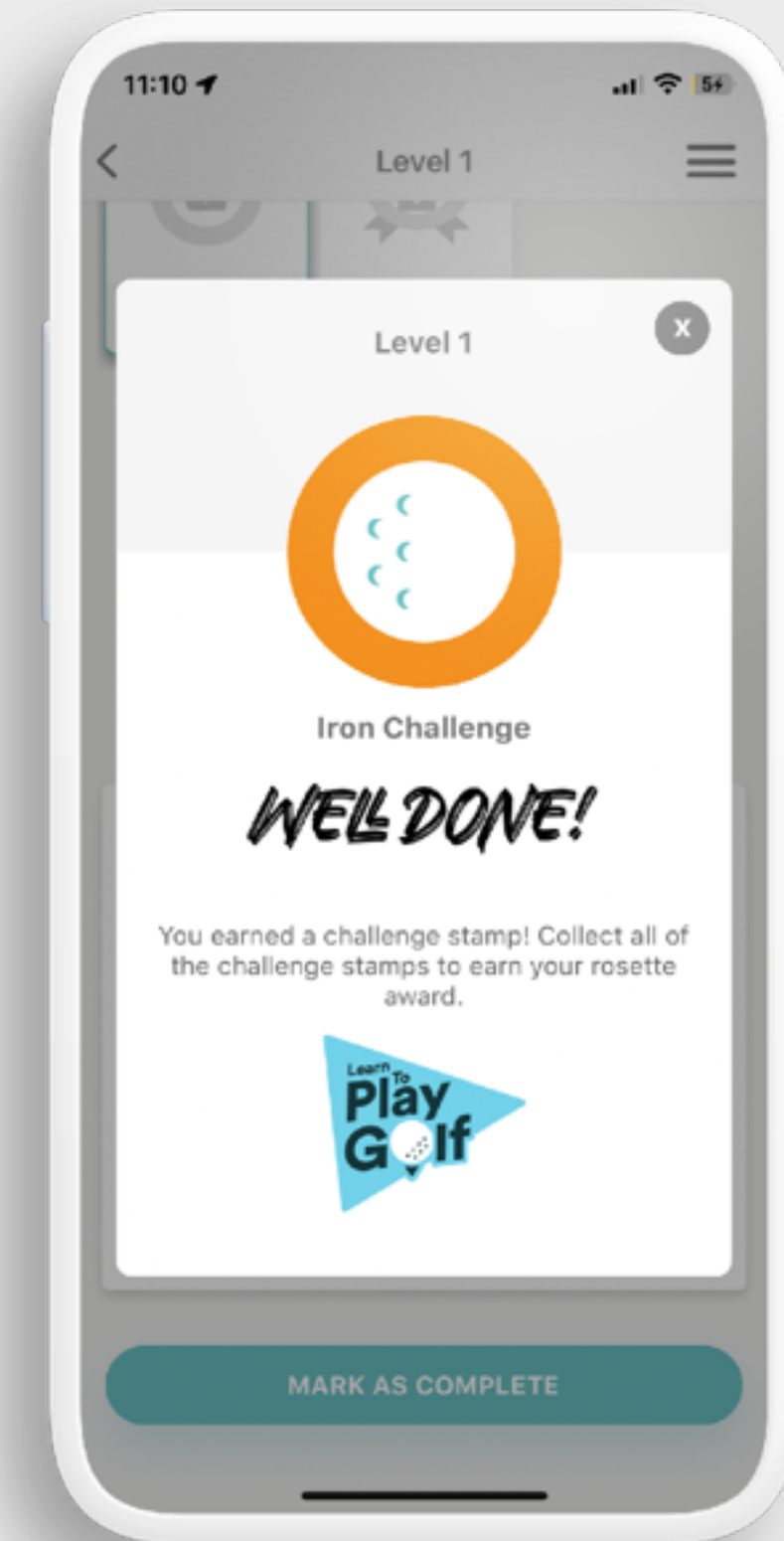


## Completion of a Level

- When a learner completes all of the challenges across all skill types, they will be awarded a virtual Level Trophy and the Mastering the Game wheel for that level will be complete.

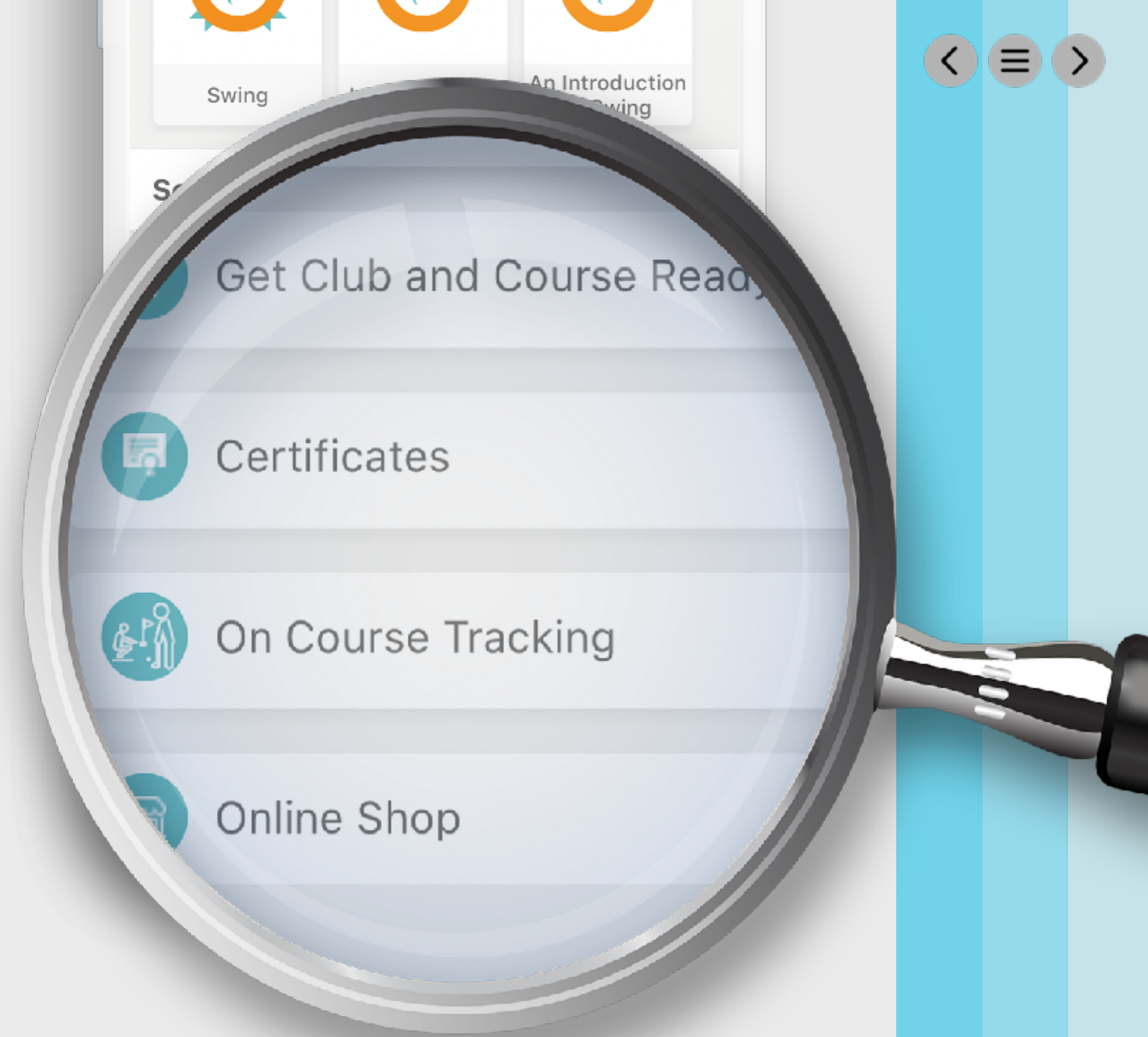
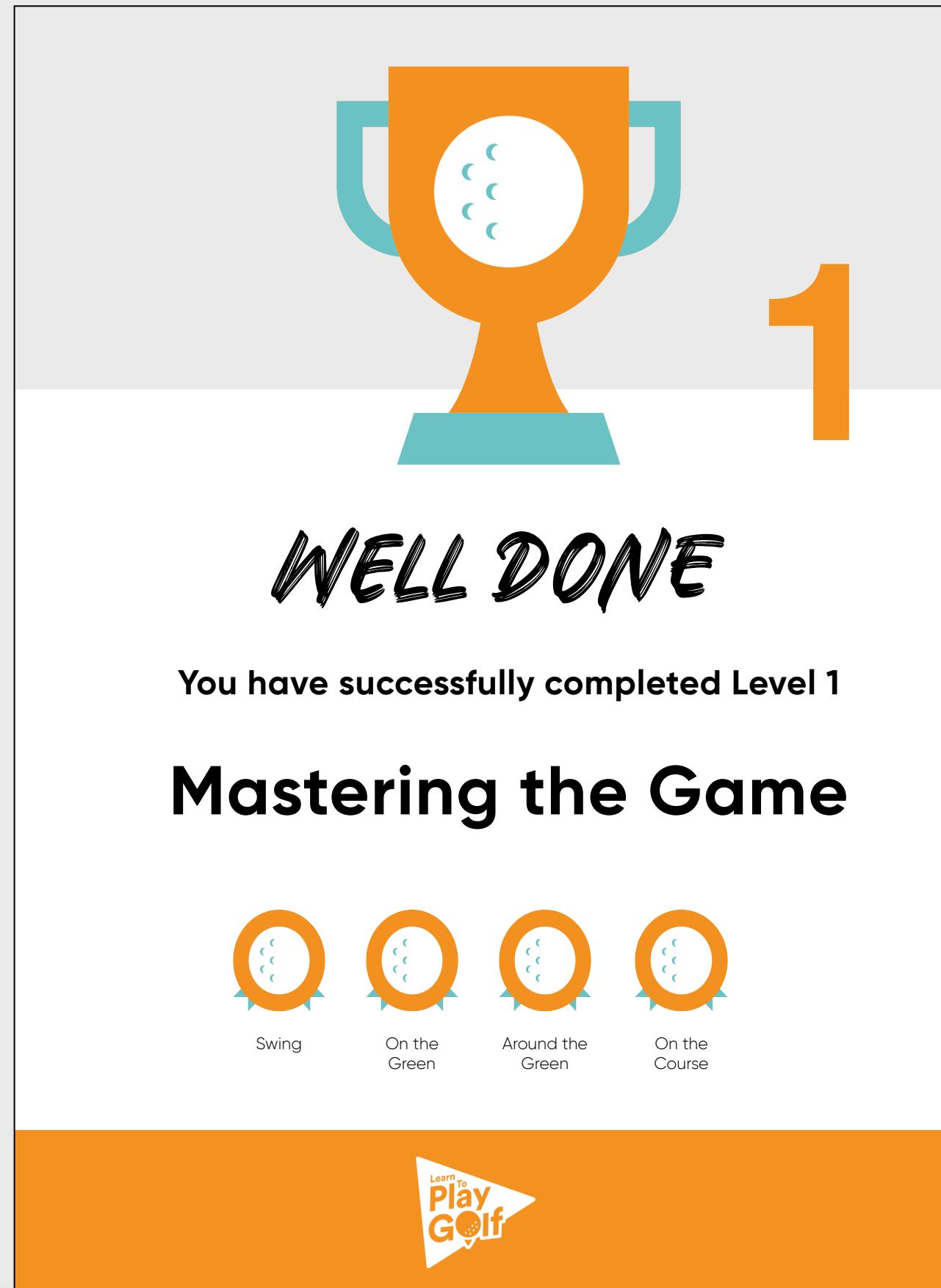


Mastering the Game Wheel



# Level Certificates

The learner can also attain their Level Certificates when they complete all of the challenges within a level and attain all of the virtual rewards. Each learner can access their My Certificates section within the App and view the certificates they have been awarded:



# Access Supporting Resources

Further supporting resources are available in the Coaches Toolbox GLF. Connect to support this element of the program. Navigate to the Challenges sub menu navigation from the header or select the Challenges tile on the 3 Level Program Learner Program home page. On this page you can resources to support you and that are tailored to the learner.

Resources include:



## Challenge Table

This provides a summary of each of the challenges for your quick reference.



## Challenge Coach Resource

This provides an in-depth overview of each challenge across each skill and level.



## Challenge Student Resource

This E-BOOK can be distributed to the learner to understand this element of the program.



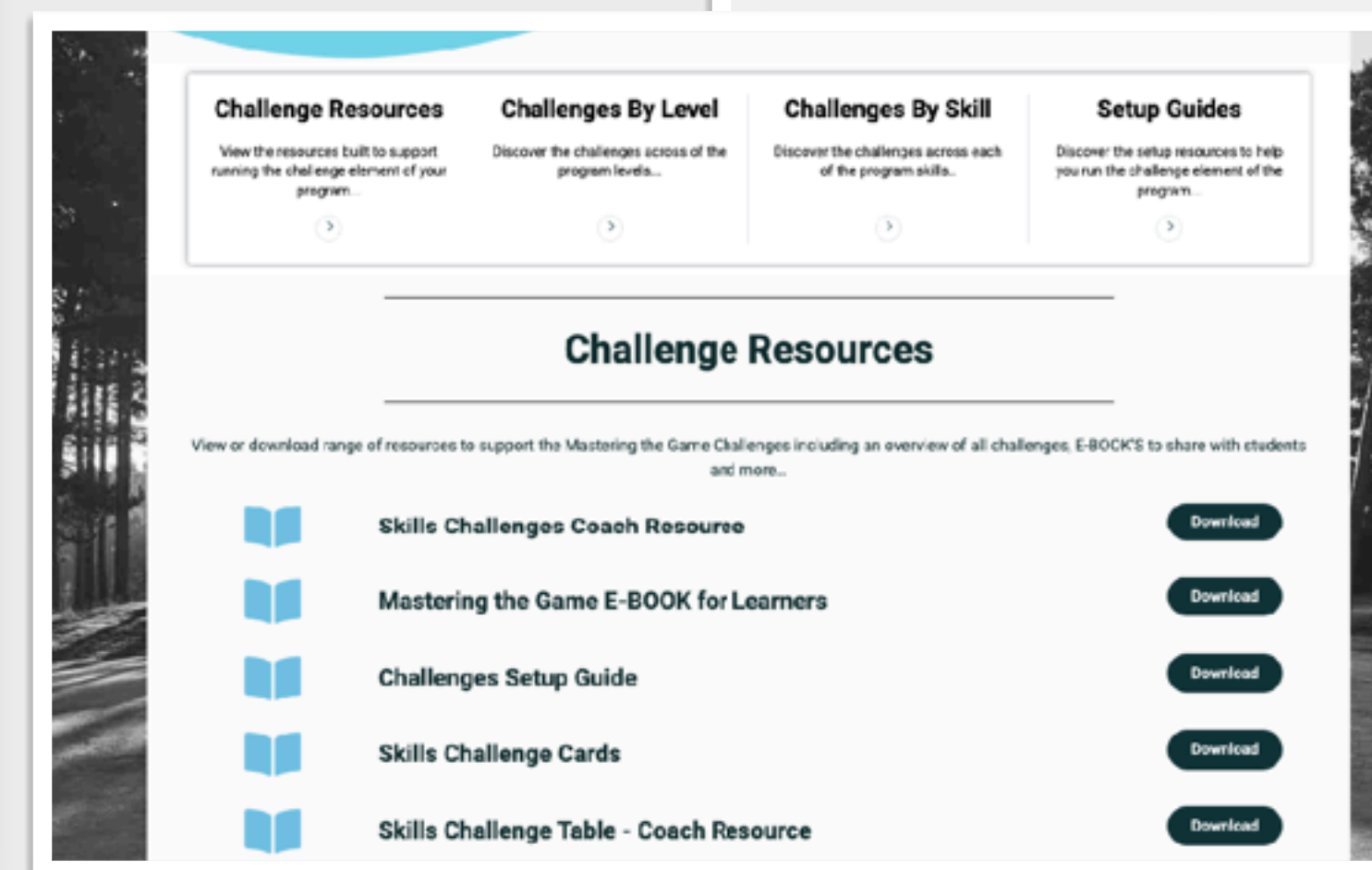
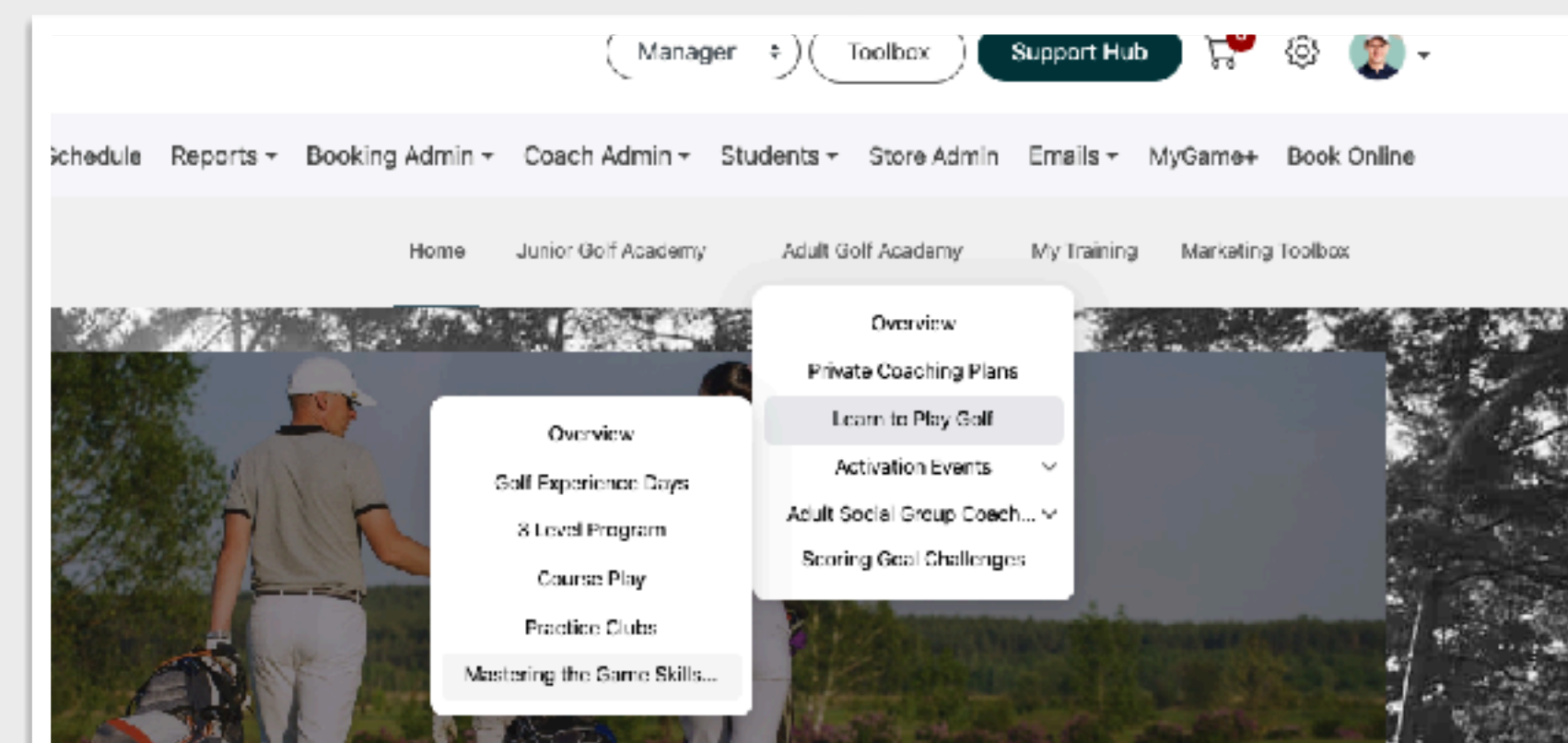
## Challenge Setup Guide

Understand how to setup each of the challenges within your practice clubs and themed classes.



## Challenge Cards

Utilise these in your Practice Clubs and Themed Classes.



# Final Thoughts

The Mastering the Game Challenge have been designed as an important element to support the learners progress through the program. It is intended to be a component of the program that is managed by the student themselves where they have the ability to view the challenges, update the challenges and view their journey through the progress wheels. However, you still play an important role in supporting this part of the program.



## Be the Guide on myGame

- You should help the learner to understand the challenges, how the link to the progress wheels and the achievements. Help the learner to navigate through the functionality on GLF. Connect.



## Link into Themed Class

- The Themed Classes offer another opportunity to setup the challenges. These are built into the class plans but are an optional element to the class.



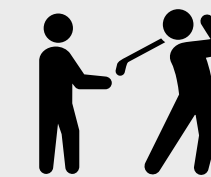
## Promote the Benefits

- You should promote the challenges to all learners and help them understand why they are an important part of the program.



## Be Proactive

- You should use the GLF. Connect system to monitor your learners journey through the challenges. This will help you to track progress and intervene when a learner needs extra help in a specific element or skill.



## Link into your Practice Clubs

- The challenges are built into the Practice Club plans and you should always aim to setup and demonstrate the challenges during your practice clubs.



## Celebrate Achievements

- When a learner completes a challenge, skill or a Mastering the Game level congratulate them on their achievement!

# Journey to Club and Course Ready



# Importance of the Journey to Club and Course Ready

Built into the program is also the mechanism for you and the learners to track their journey towards becoming **Club Ready and Course Ready**. This is essential to the overall success of the program as it will help to...



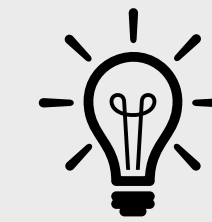
## Give Credibility

- By having a mechanism in place to measure the learners journey and development, it will give the program credibility to creating golfers who are ready to play the course and become active customers of the club.



## Define the Goal of the Program

- Having assessment measurements in place will help learners to the end goal of the program.



## Give Clarity to Learners

- Defined measurements along the learners journey on the program will help them understand where they are and the skills they need to develop.



## Direct Development Requirements

- Defined measurements will help learners to understand areas where they may need to develop and learning opportunities they need to engage with in the program in order to develop the skills required.



## Drive Continued Engagement

- The measurement mechanisms will help drive continued engagement and enthusiasm in the program by motivating learners to develop their skills in order to successfully complete each stage.



## Define On Course Progression

- Defined measurements will help identify to you and learners when they are ready to progress through the adapted teeing positions making the golf course more challenging but realistic to a club environment.

# Assessment Criteria

The learners journey towards becoming **Club Ready and Course Ready** is assessed across three different criteria. These criteria have been selected as they give the most appropriate methods to measure that the learner has the skills, experience, knowledge and social connections to Play with Competence, Play Safely with Others, Play within the Rules and Standards of the Game and Play with Sufficient Speed of Play.

The three criteria's used are...

## Game Development

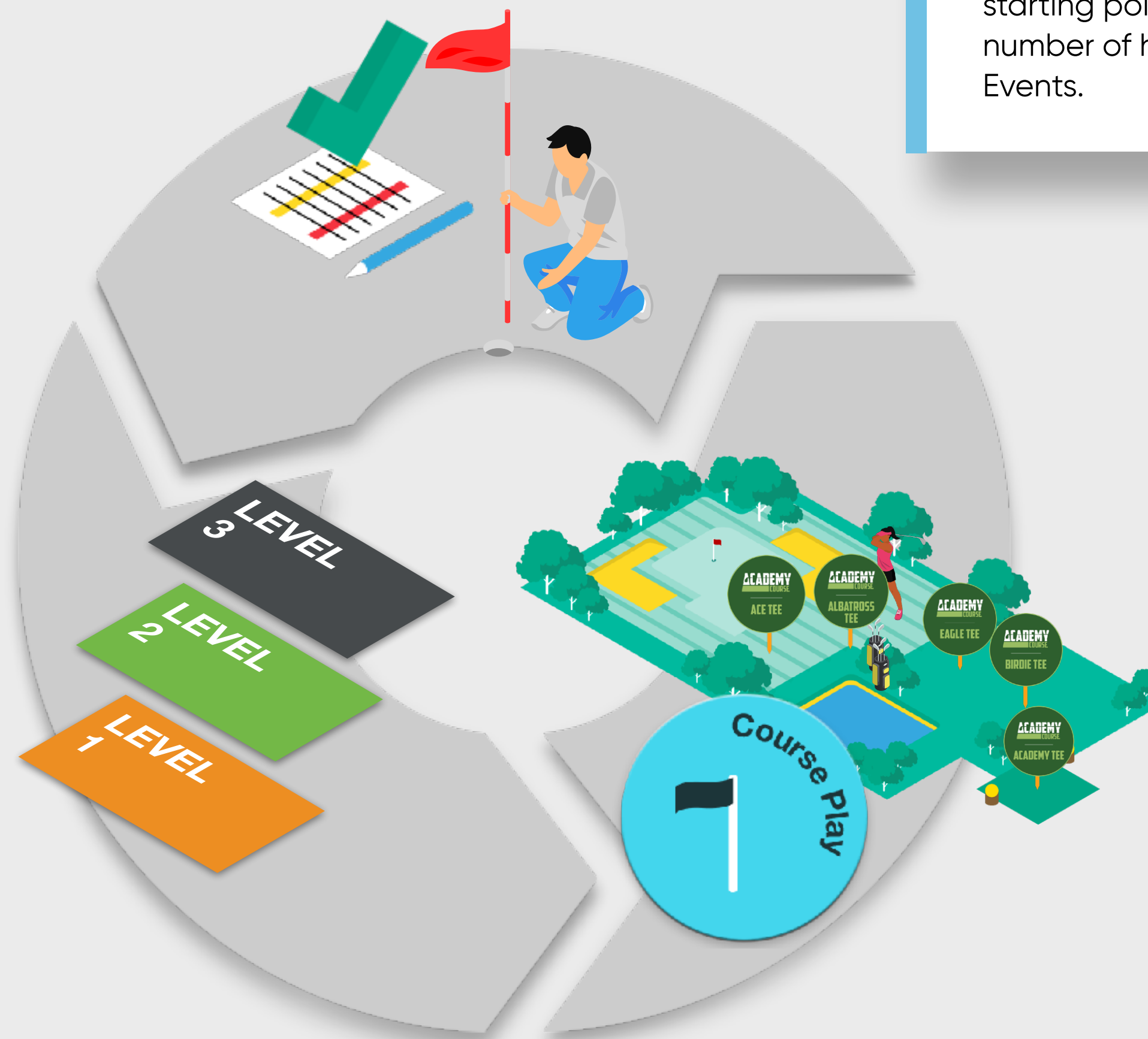
- Learners must attend the required number of themed classes across the three levels. This guides the learners journey through the program and also ensures that they have had access to the required knowledge and skills to complete the program.

## On Course Score

Learners must achieve a specific score on the course from a defined starting point and over a certain number of holes during Course Play Events.

## On Course Experience

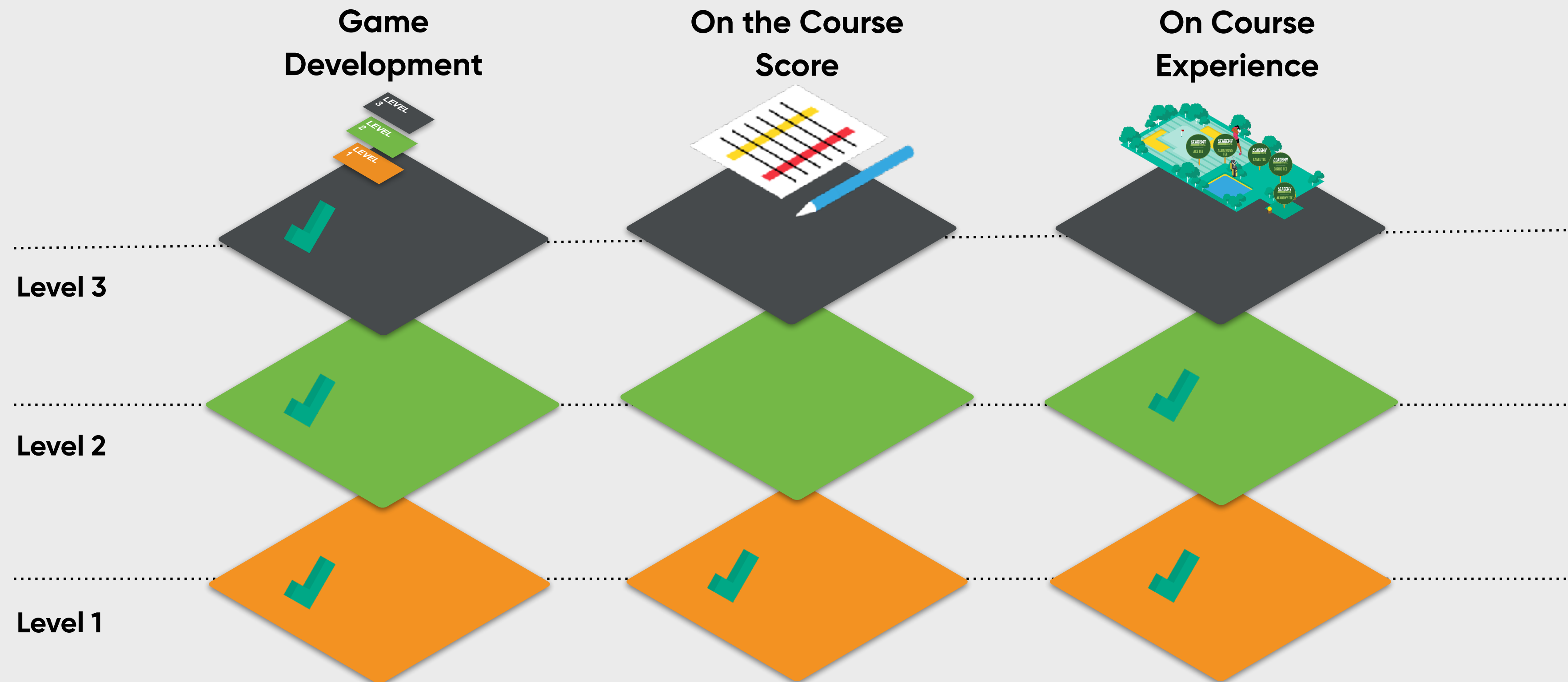
- Experience on the course is critical and this criteria will define the number of on the course experiences learners must have had within the program by measuring attendance of Course Play Events.



# Assessment Levels

The learners journey is assessed across three levels. These levels also link directly to the Skill Challenge levels so there is consistency across both areas and helps to guide the journey of the learner.

These levels ultimately act as a guide and do not prevent the learner for actively playing the game and there is no pass or fail ethos to the program. The learner can move fluidly through the achievements across the following three areas and shouldn't be prevented from attending the next level of classes...



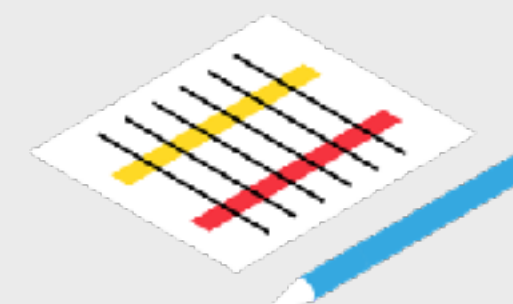


# The Challenges

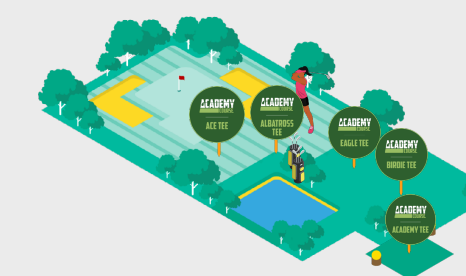
The slide now provides an overview of the challenge within each criteria and levels.



## Game Development



## On Course Score



## On Course Experience



- Attend the 8 Advanced Themed Classes

- Score 60 or less over 9 holes starting from The Official Tee Box on the course using Rules of Golf

- Attend 6 Course Play Events



- Attend the 8 Intermediate Themed Classes

- Score 45 or less over 6 holes starting from The Stinger (Tee 3), The Drive (Tee 4) or The Official Tee Box using adapted rules.

- Attend 3 Course Play Events



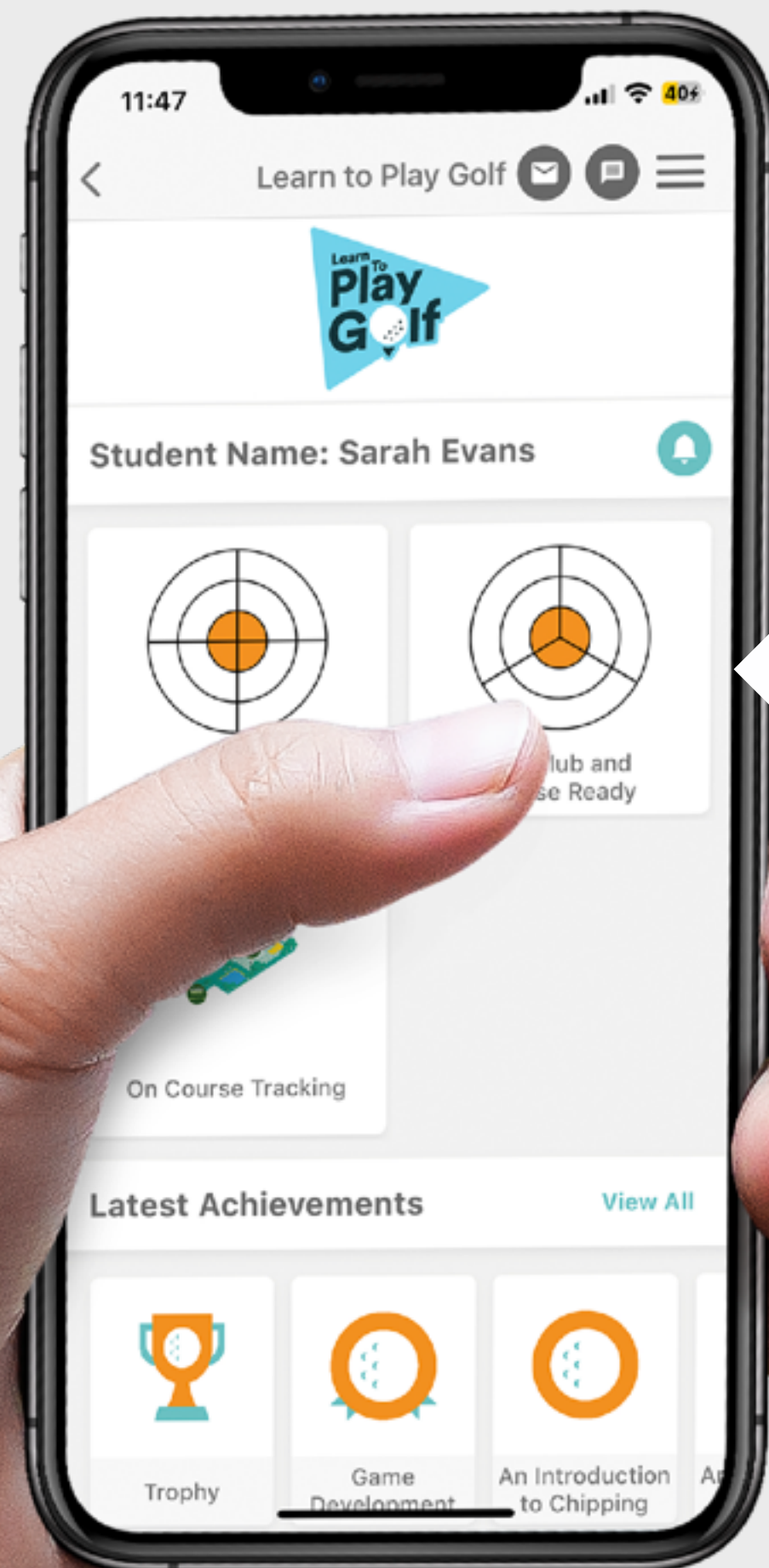
- Attend the 4 Introduction Classes

- Score 24 or less over 3 holes starting from any tee box using adapted rules

- Attend 1 Course Play Event

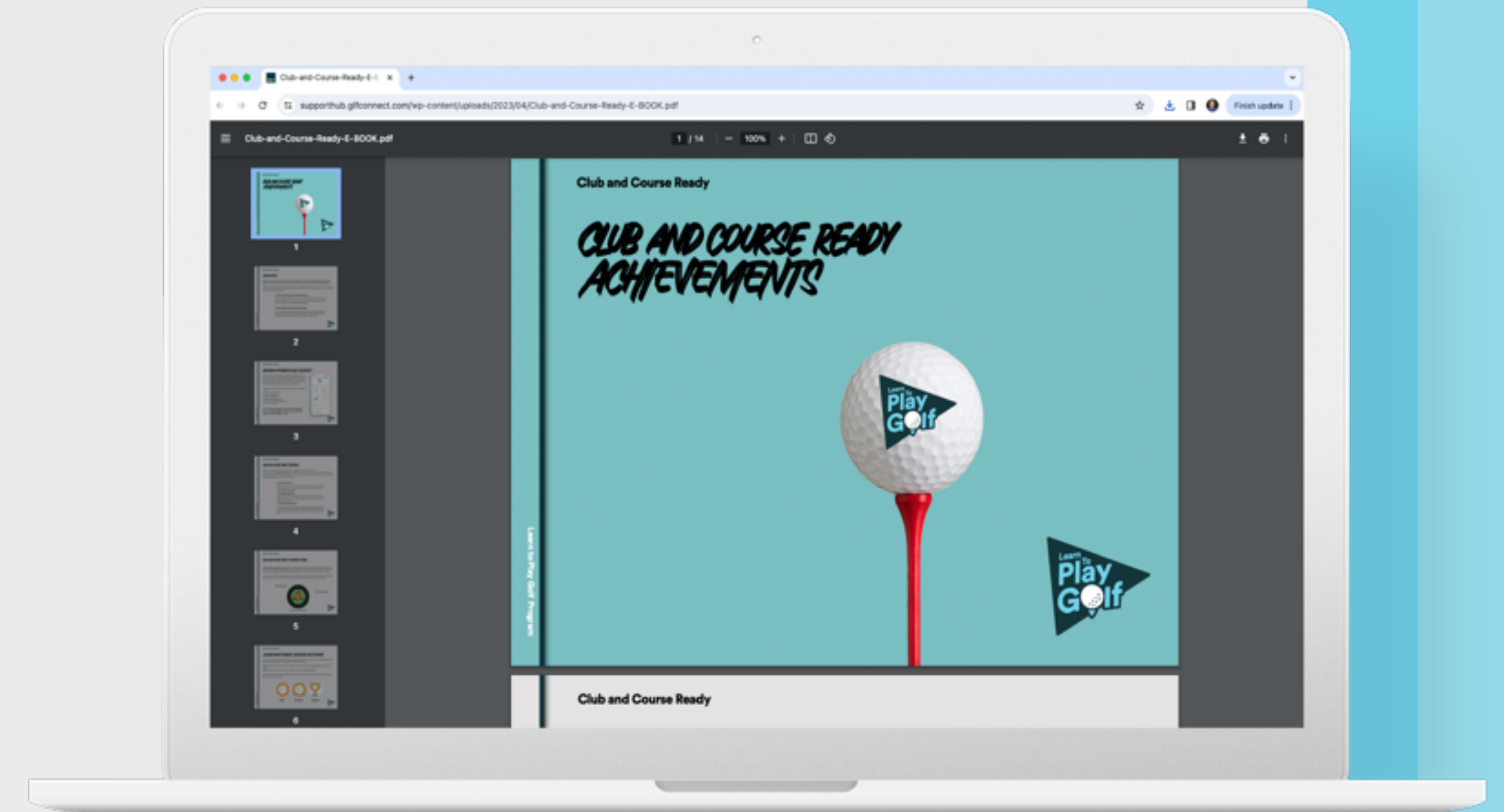
# Accessing and Updating Challenges

The MyGame+ area of the GLF. Connect App allows the learner to track their progress through the Club and Course Ready Challenges. They can mark achievements as complete and visually track their progress through the program. On sign up you are also recommended to distribute the Journey to Club and Course Ready E-BOOK...



## MyGame+ on GLF. Connect

Learners are able to view the specific Challenge with each of the criteria and levels. The engagement with the challenges and tracking of progress is once again intended to be led by the learner with support from you. Therefore, the learner can view and update their progress through the Challenges without any need for validation by you.

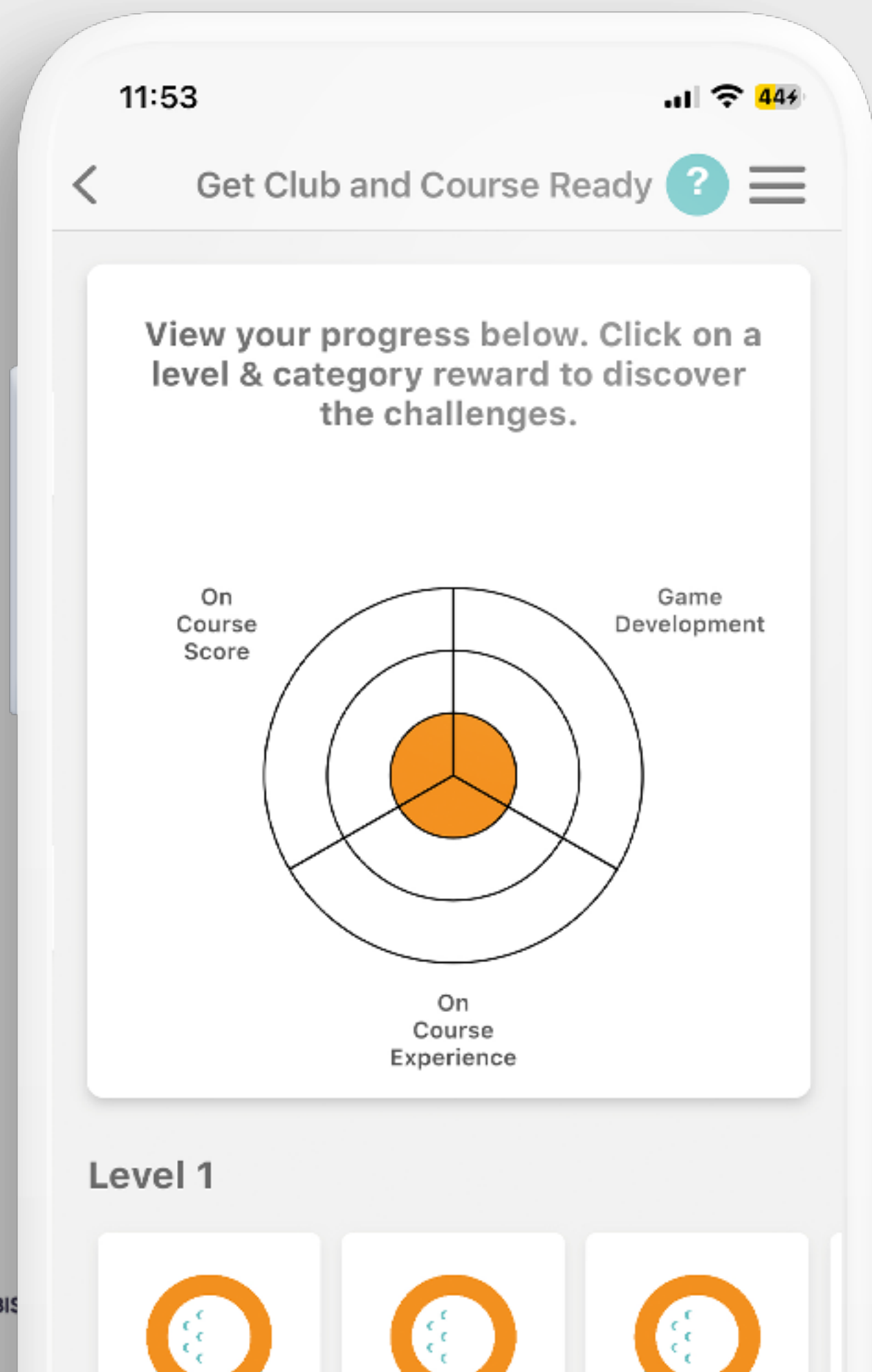


## Club & Course Ready E-BOOK

On sign up to the program, each Learner will receive the Club & Course Ready E-Book. This outlines the challenges within this element of the program and ability to understand and track progress.

# Club and Course Ready Wheel

The learners journey to becoming Club and Course Ready can be tracked using the Progress Wheel within the MyGame+ feature. This provides an engaging way to visually track their journey. The wheel is automatically populated based on the achievements being attained across the three criteria and levels...

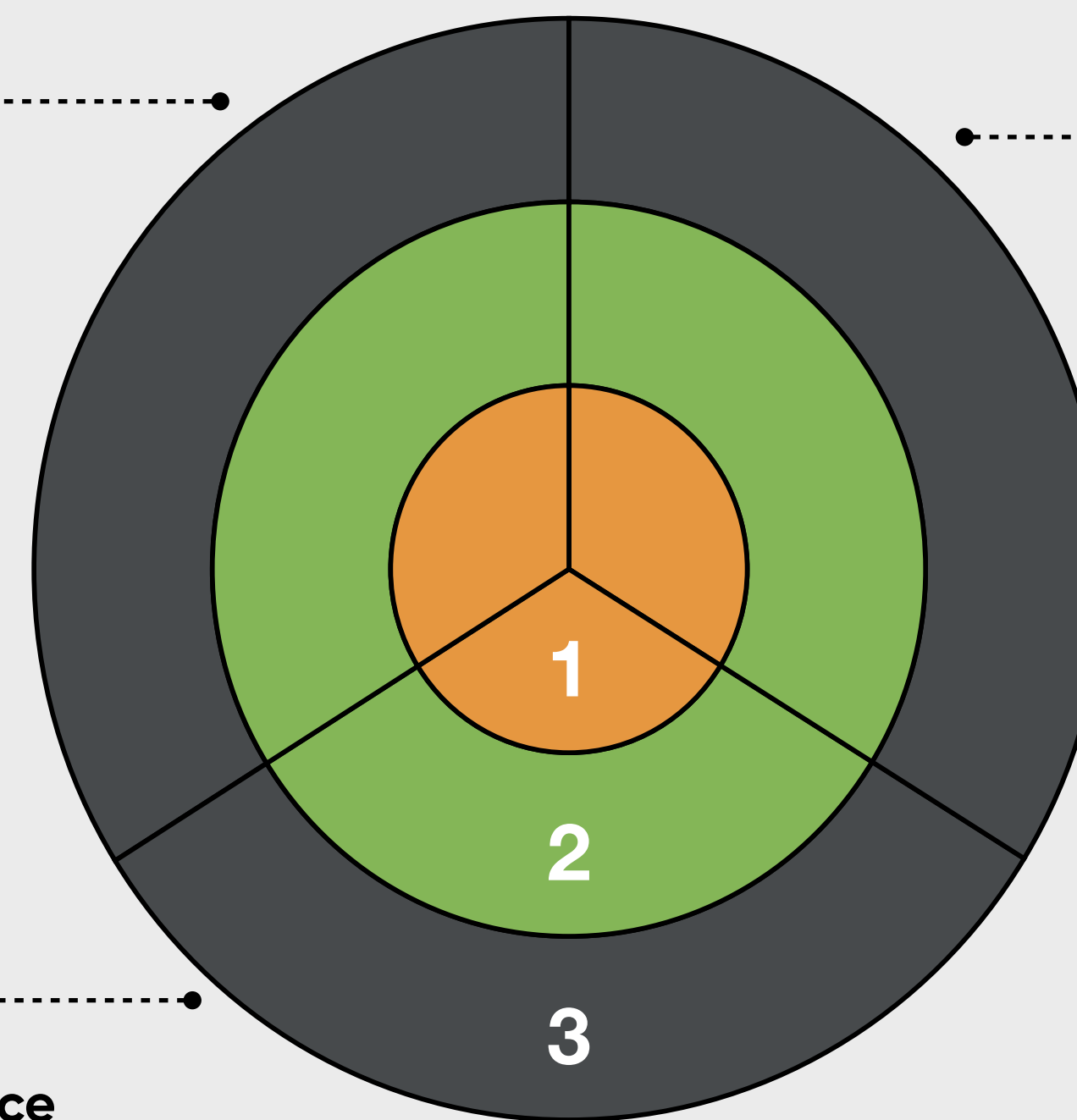


### Journey to Club and Course Ready Progress Wheel

On Course Score

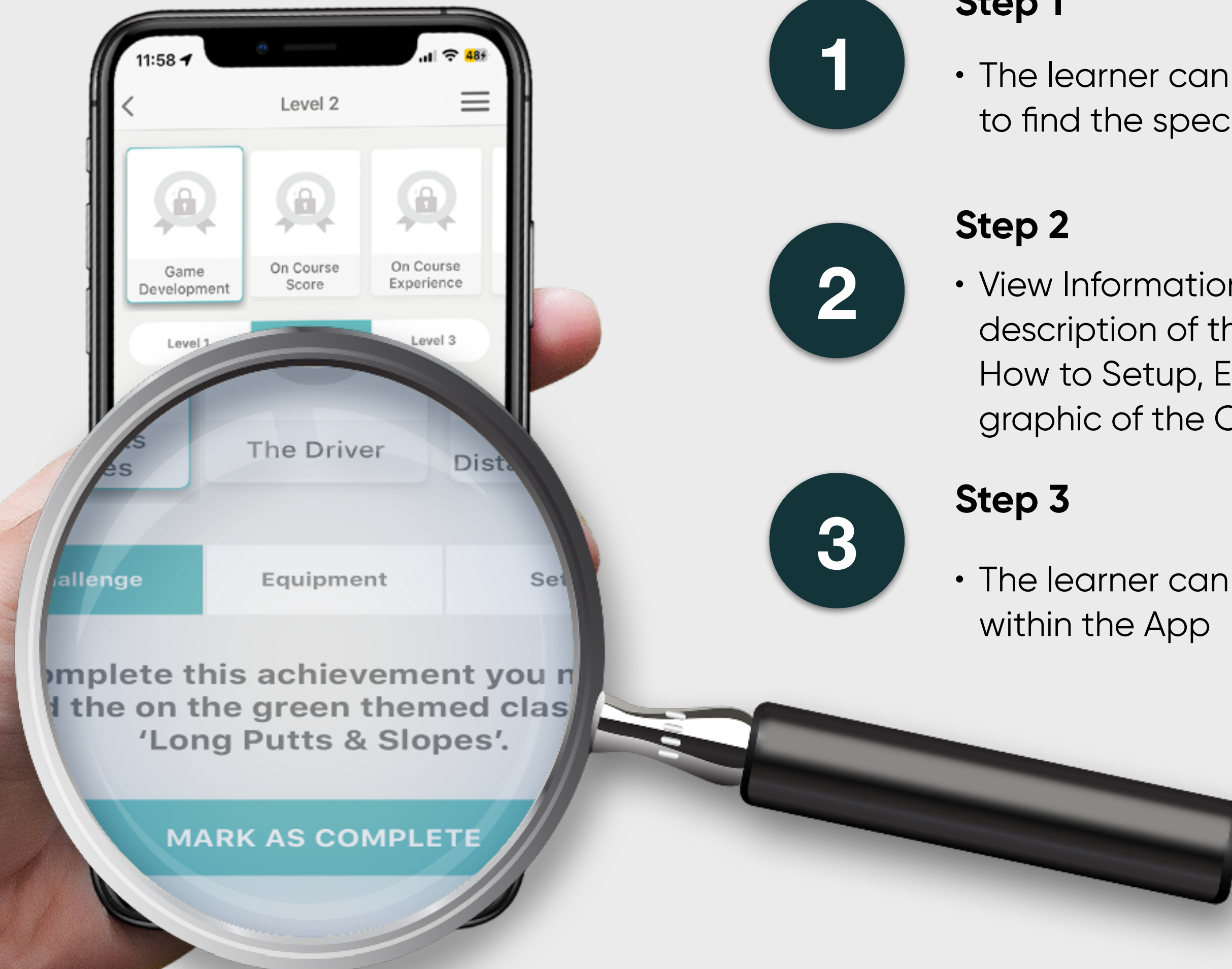
Game Development

On Course Experience



# Viewing the Challenges and Updating

Learners are able to view the specific challenge with each of the criteria and levels via myGame+. A slight difference to the Mastering the Game wheel is that there will be multiple challenges within a Skill Category. You and the learner can complete the steps below to update a challenge completion...

**1****Step 1**

- The learner can navigate to to skill category and levels to find the specific challenges.

**2****Step 2**

- View Information about the Challenge including a description of the Challenge and where applicable How to Setup, Equipment Required and an example graphic of the Challenge

**3****Step 3**

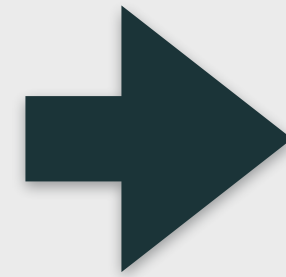
- The learner can mark the Challenge as complete from within the App

# Club and Course Ready Rewards

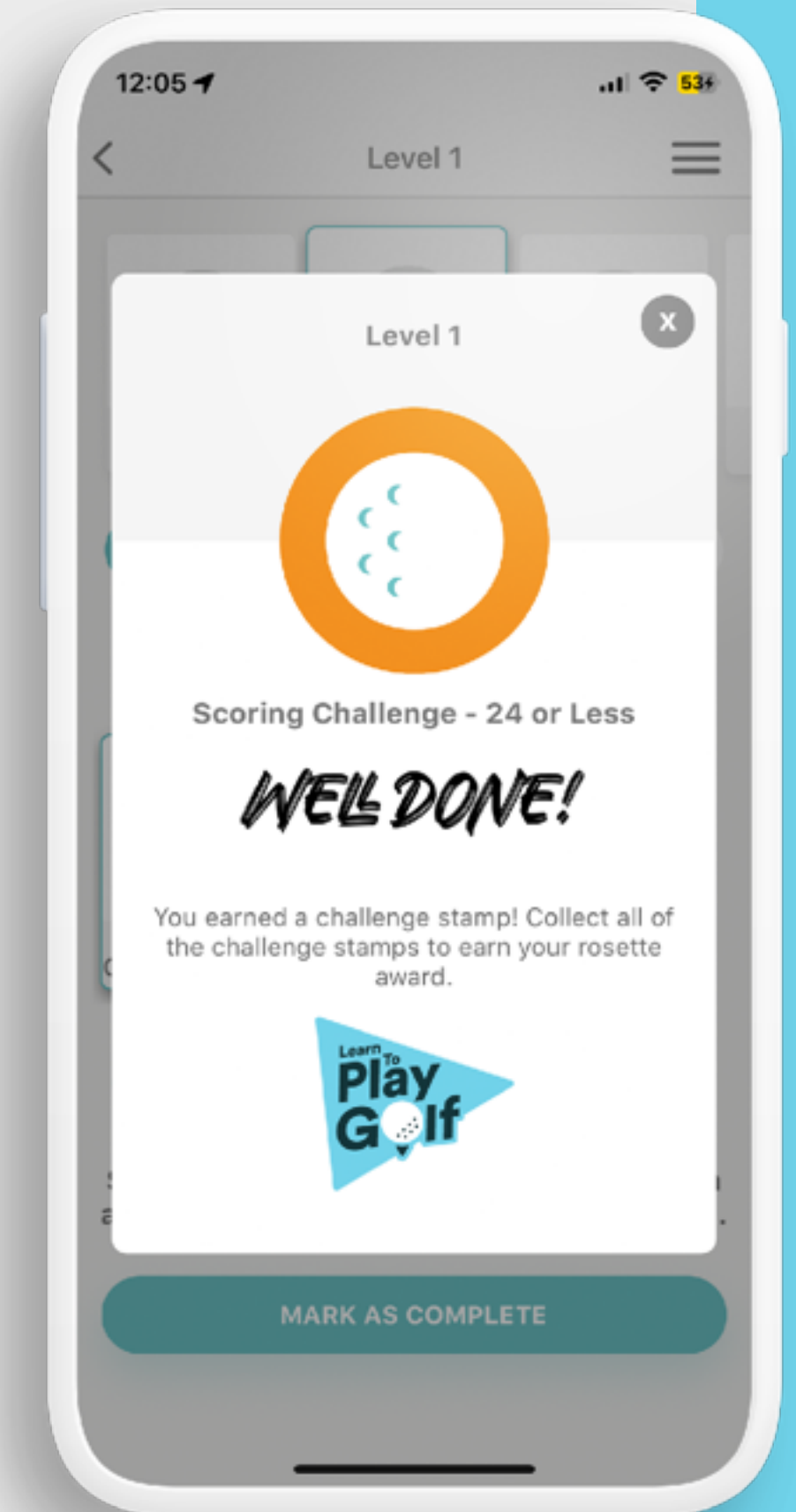
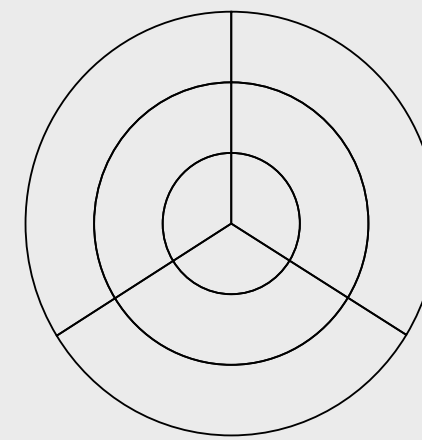
Once again, the learner can be awarded a number of awards during their journey through the program. The rewards are as follows:

## Completion of a Single Challenge

- When a learner completes a specific challenge, they will be awarded a virtual Challenge Stamp for that level and category. The section of the Skill Wheel will be updated.

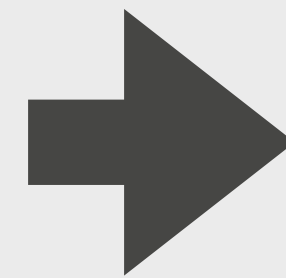


Journey to Club and Course Ready Wheel

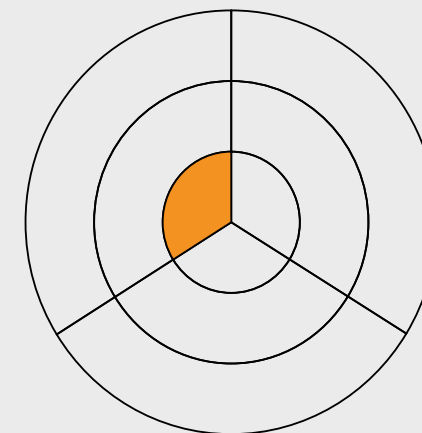


## Completion of a Criteria

- When a learner completes all of the challenges within a criteria, they will be awarded a Virtual Rosette for that level. That section of the Journey to Complete and Course Ready wheel will be updated.

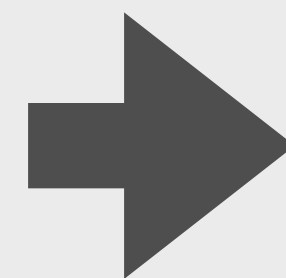


Journey to Club and Course Ready Wheel

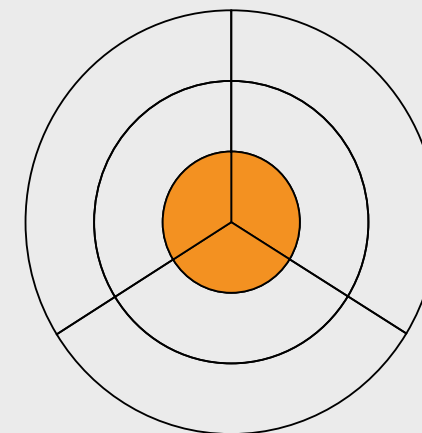


## Completion of a Level

- When a learner completes all of the challenges across all skill types, they will be awarded a virtual Level Trophy and the Mastering the Game wheel for that level will be complete.

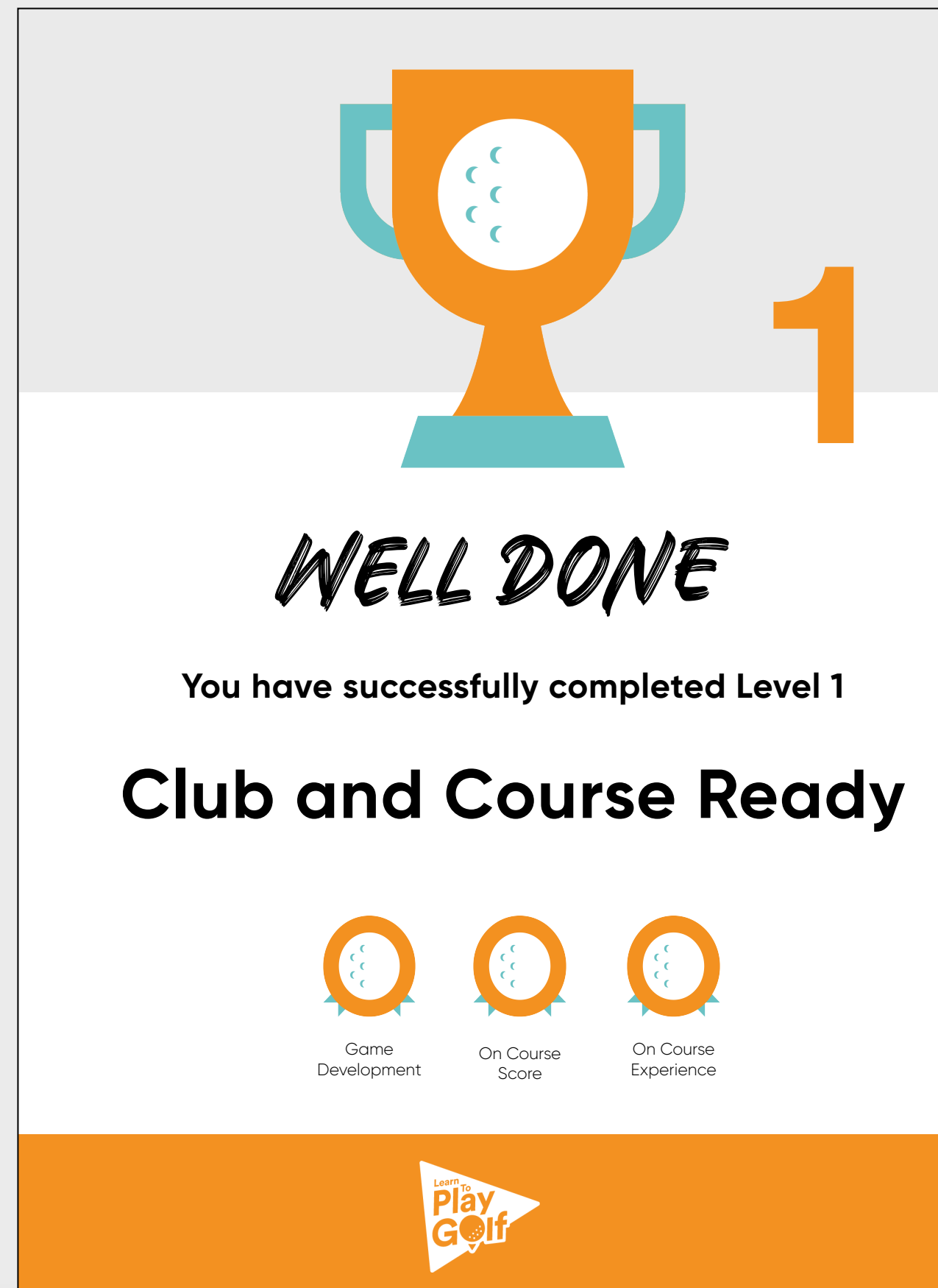


Journey to Club and Course Ready Wheel



# Level Certificates

Similar to the Mastering the Game Challenges, the learner can also attain their level certificates when they complete all of the challenges within a level and attain all of the Virtual Rewards. Each learner can access their My certificates section within the App and view the certificates they have been awarded. The certificates that the learner can attain are achievable across all 3 levels...



# Final Thoughts

The engagement with the Journey to Club and Course Ready Achievements are intended to be managed by the student themselves but you can do this within your coach login on GLF. Connect.

The learner has the ability to view the achievements, update when they are completed and view their journey through the three criteria's and levels. However, you still play an important role in supporting this part of the program.



## Be the Expert Guide

- You should help the learner to understand the Club and Course Ready Pathway and how they can interact and manage this through their GLF. Connect account.



## Remind Learners

- During Themed Classes, Practice Clubs and Course Play events you should remind students to update their achievements. Time for this is built into the class and event plans.



## Promote the Benefits

- You should promote the importance of updating the achievements and how this helps to guide their journey through the program and ultimately provide clarity of their development through the program.



## Be Proactive

- You should use the GLF. Connect system to monitor your learners journey through the achievements and progress wheel. This will help you to engage with those on the program and guide their journey.



## Update where Possible

- Through your GLF. Connect account you have the ability to update achievements across the three criteria's and levels. You can help keep track of the learners progress.



## Celebrate Achievements

- When a learner completes an achievement, criteria and levels you should congratulate them on their achievement!

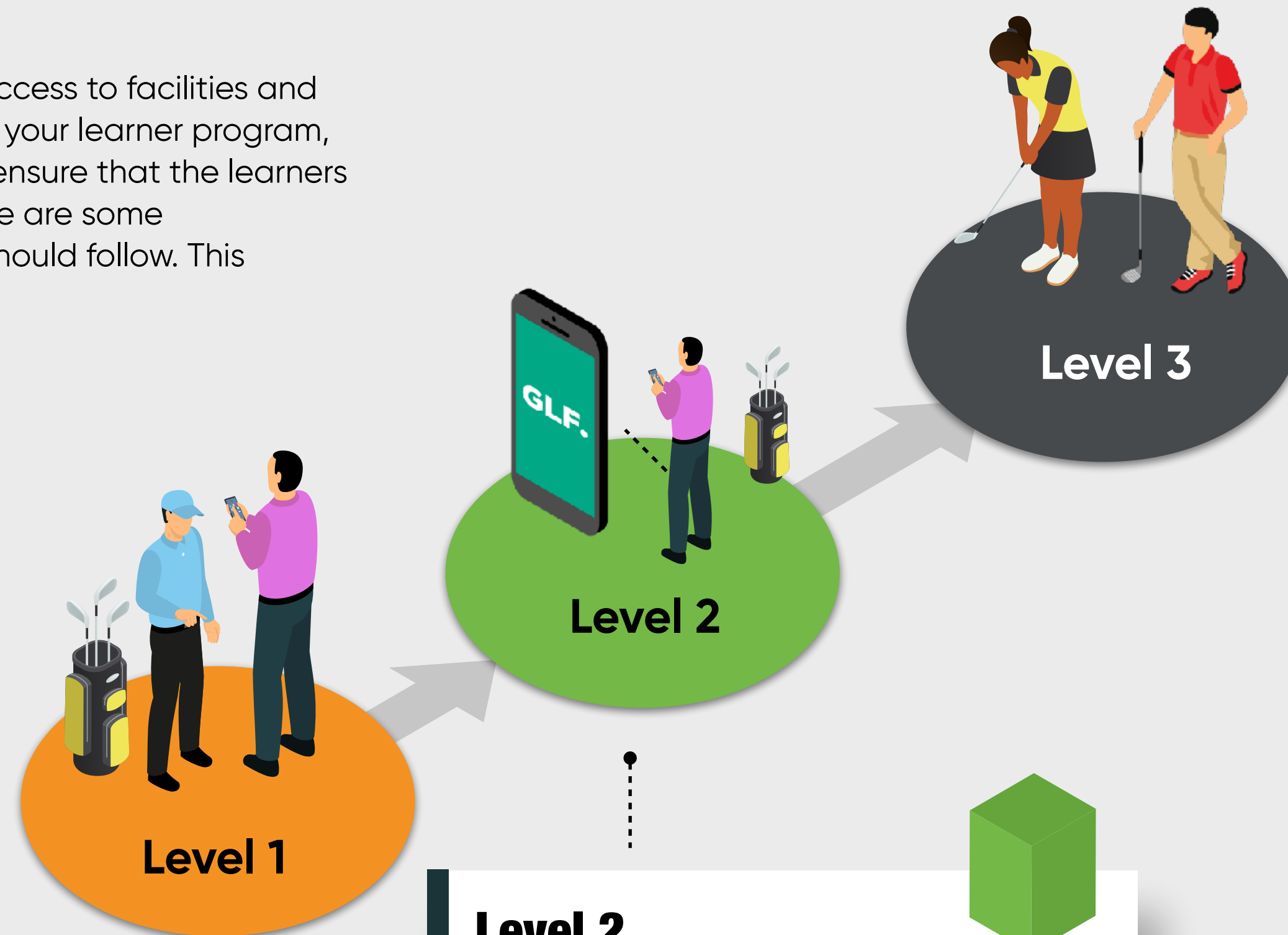
# Scheduling





# Themed Class Scheduling Guidance

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 of your learner program, however, in order to deliver the program components and ensure that the learners can access all of the opportunities within the program there are some recommended scheduling and operational elements you should follow. This includes...



## Level 1

- Classes are 90 minutes in length
- 4 themed classes including an On Course Introduction
- Classes should be scheduled on a consistent day and time each week
- The number of classes you should offer each week will depend on the needs of your venue
- Maximum of 8 students per coach

## Level 2

- Each class should be 90 minutes in length
- 8 themed classes with 2 classes covering each skill
- Classes should be scheduling on a consistent day and time each week and follow on from the Introduction Class
- The number of classes you should offer each week will depend on the needs of your venue
- Maximum of 8 students per coach

## Level 3

- Each class should be 90 minutes in length
- 8 themed classes with 2 classes covering each skill should be scheduled on a consistent day and time each week and follow on from the level 2 Classes
- The number of classes you should offer each week will depend on the needs of your venue
- Maximum of 8 students per coach

# Practice Club and Course Play Scheduling Guidance

In addition to offering the themed classes across the three levels, there are supplementary components of the program that you are recommend to to offer at your venue to support the delivery of the program.

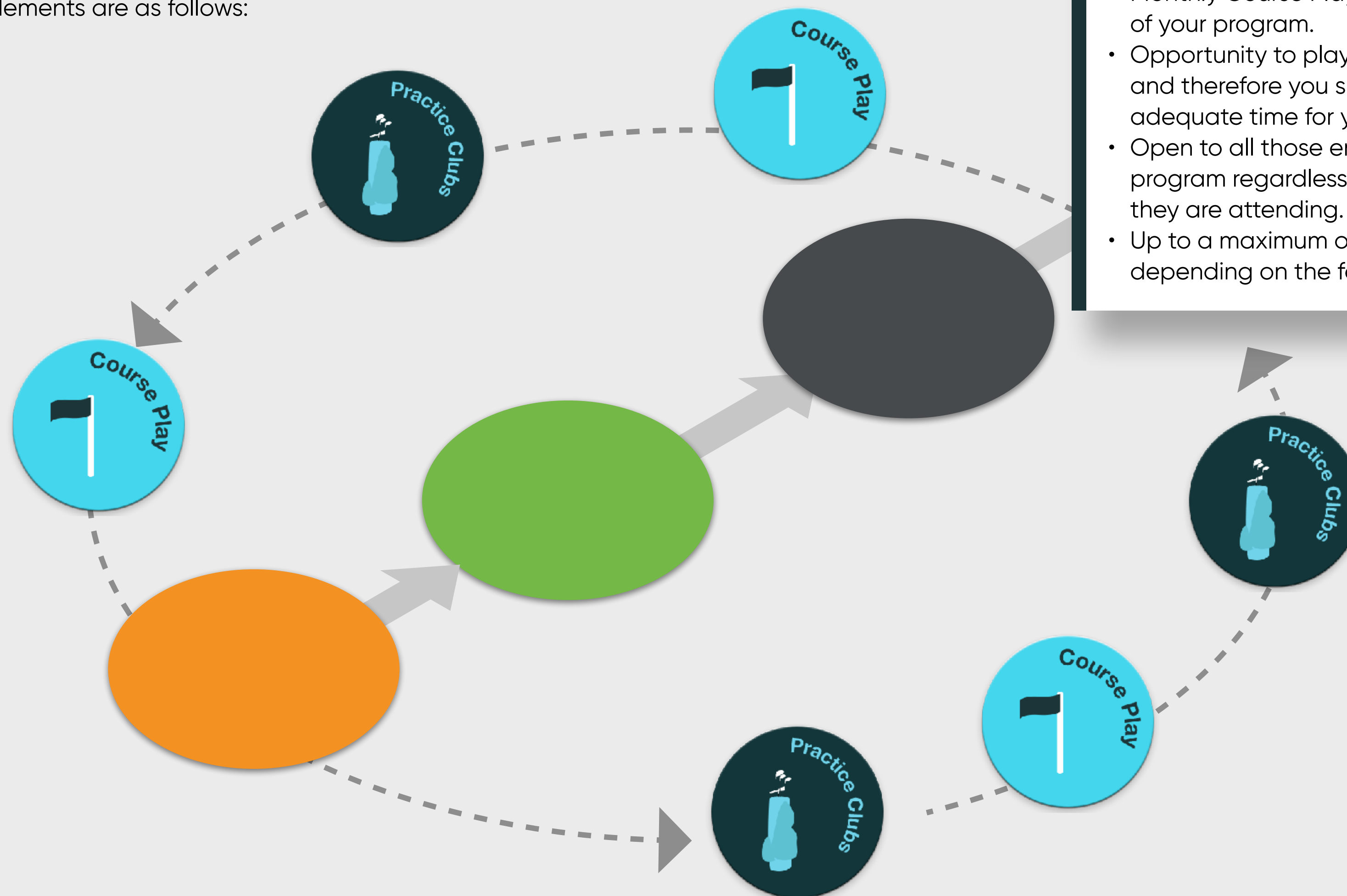
An overview of the expectations of these elements are as follows:

## Weekly Practice Club

- One weekly practice club ideally on a rotation across Practice On the Green, Practice Around the Green and Practice your Swing Practice Club types.
- Open to all those enrolled on your program regardless of the level they are attending.
- 60 minutes in length apart from the Practice on the Course which is recommend to be 2 hours.
- Maximum of 8 students per coach

## Monthly Course Play Event

- Monthly Course Play event as part of your program.
- Opportunity to play up to 9 holes and therefore you should allow adequate time for your event.
- Open to all those enrolled on your program regardless of the level they are attending.
- Up to a maximum of 36 students depending on the format selected



# Scheduling Guidance Key Points

To successfully implement the program elements, there are also a number of recommended elements in regards to scheduling. These are...



## Consistent Class Dates & Times

- When delivering your Themed Class levels you should aim to run the themed classes at a consistent day and time each week to offer continuity for your learners.



## Flexibility to You

- To make your 3 Level Learner program a success, you should schedule your learner program classes and events to suit you and your venue. This includes considering:
  - The number of class blocks you offer across each level
  - The time and days your classes run
  - The number of coaches delivering your class
  - The number of events you offer each month
  - The number of practice clubs you offer each week.



## Accessibility for Learners

- When scheduling your classes and events, consider running these on a mixture of days and times to suit the needs of your target demographic and learners.



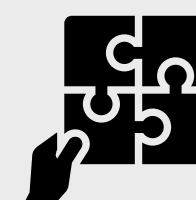
## On Course Themed Classes

- Built into the level 1, 2 and 3 classes are classes that should take place out on the golf course. You need to consider access to the course when scheduling these.
- If you cannot accommodate on course access at your venue then you should switch to providing a class focussing on a different skill.



## Scheduling through GLF. Connect.

- All Learner program classes and events 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.



## Utilise the Scheduling Guides

- On the 3 Level Learner Program page of the Coaches Toolbox, you can access a step-by-step scheduling guide that will assist you with recommended actions during this implementation phase and this links to a number of supporting resources.

# Scheduling of Level 1 Themed Classes

In order to give your students an opportunity to enter the program you need to offer a block of 4 weeks of Level 1 classes. These should be scheduled the same day and time of the week to offer consistency for your learners but you will of course need to consider course access for the on course themed class.

In the example below, we can see a run of the Level 1 classes on Saturdays starting in April and a 2nd class running on Tuesdays starting the same week...

**Name:** Introduction to Swing  
**Day:** Saturday  
**Time:** 3pm - 4.30pm

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

**Name:** Introduction to Putting  
**Day:** Saturday  
**Time:** 3pm - 4.30pm

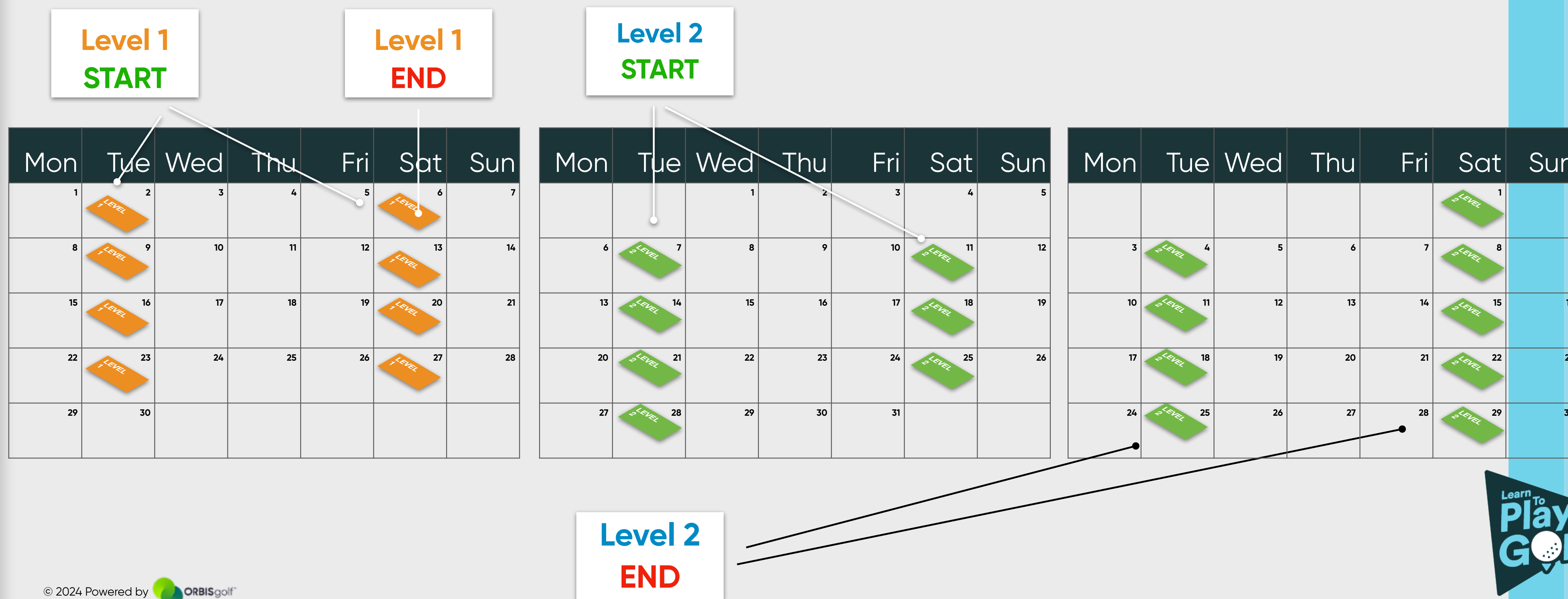
**Name:** Introduction to Chipping  
**Day:** Saturday  
**Time:** 3pm - 4.30pm

**Name:** Introduction to the Course  
**Day:** Saturday  
**Time:** 5pm - 6.30pm

# Scheduling of Level 2 Themed Classes

Students should transition from the Level 1 Themed Class stage to Level 2. Therefore, you should schedule your Level 2 classes so that this offers students the greatest opportunities to continue their journey through the program.

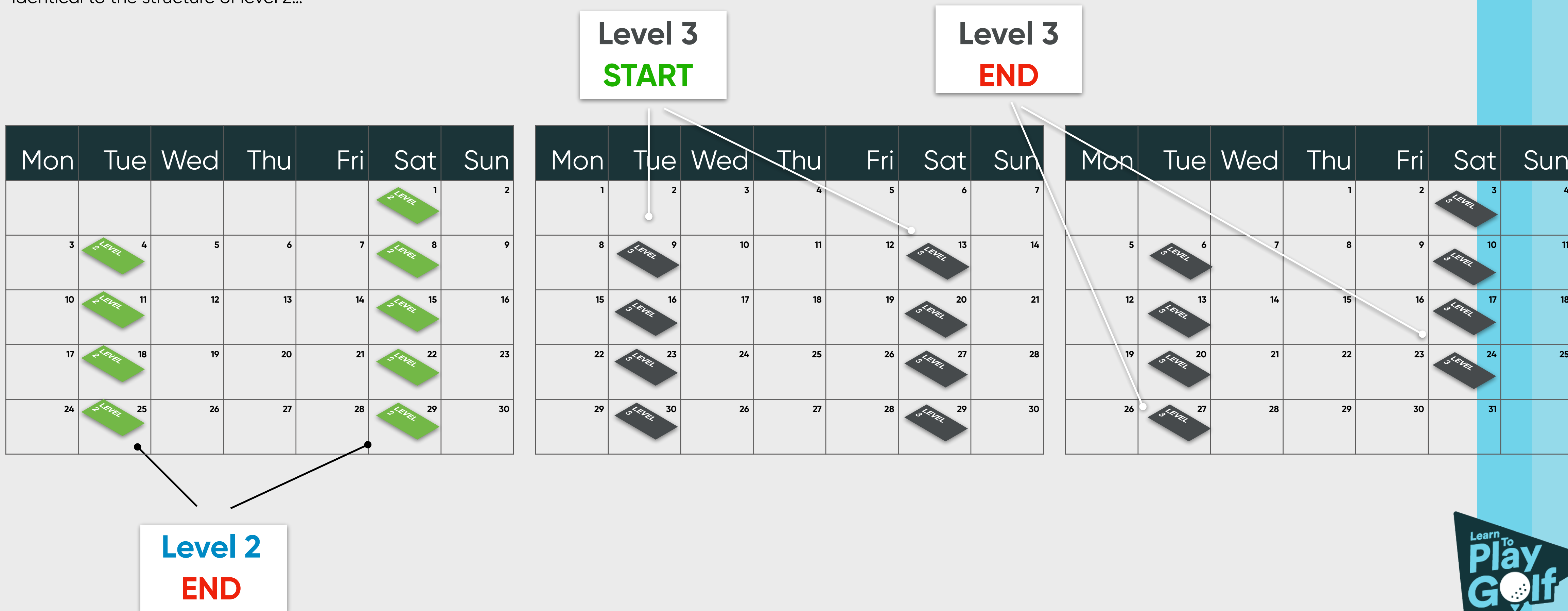
In the example below, the Level 2 classes continue immediately from the Level 1 Classes on both Tuesdays and Saturdays. The Level 2 classes includes two on course Themed Classes at week 4 and 8. Scheduling of these events will need to be considered just like Level 1....



# Scheduling of Level 3 Themed Classes

Once again students should transition from the Level 2 Themed Class stage to Level 3 and you should continue to offer continuity for students in the scheduling of these classes.

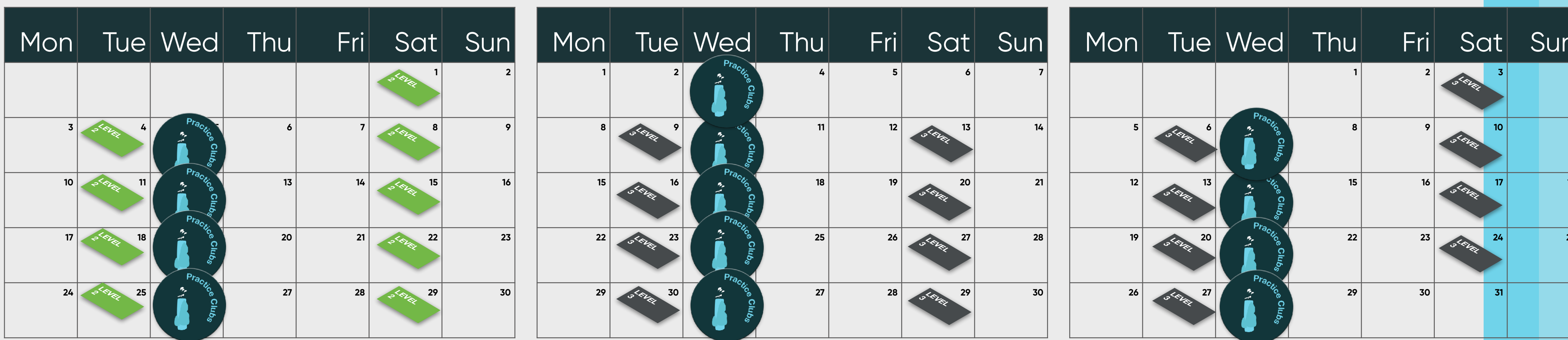
In the example below the Level 3 classes continue after a weeks break from the Level 2 final class on both Tuesdays and Saturdays. The Level 3 classes will continue for 8 weeks of themed classes identical to the structure of level 2...



# Scheduling of Weekly Practice Clubs

You should also aim to schedule a weekly Practice Club across three practice club types. The exact practice club you should be running each week will be up to you and the specific needs of your venue, coaching team and program.

We recommend you offer practice clubs on a rotation basis across the skills. It is your discretion to decide on the day and time that the practice club should run at your venue, and the number of practice clubs you should offer each week. In the example below, the Practice Clubs are scheduled weekly on a Wednesday evening and we can see how this links to the Themed Class blocks across each Level....



**Name:** Practice Club  
**Theme:** Around the Green, On the Green and Swing  
**Day:** Wednesdays  
**Time:** 6pm - 7pm

# Scheduling of Course Play Events

Within the program you should also aim to offer a supplementary opportunity for the learners to attend a Course Play event each month and you should schedule this event at a time and date that will maximize engagement in the event. We recommend that you schedule this event on a consistent day, week and time each month to offer consistency for learners and your team.

You should also ensure that your event does not conflict with your themed classes and practice clubs. In the example below the Course Play event is scheduled on the first Sunday of the month with the event starting at 2pm...

**Name:** Course Play Event  
**Day:** 1st Sunday Month  
**Time:** 2pm Start

Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun
					1 LEVEL 2	Course Play	1	2	Practice Clubs	4	5	6	Course Play				1	2	3 LEVEL 3	Course Play
3	4 LEVEL 2	Practice Clubs	6	7	8 LEVEL 2	9	8	9 LEVEL 3	Practice Clubs	11	12	13 LEVEL 3	14	5	6 LEVEL 3	Practice Clubs	8	9	10 LEVEL 3	11
10	11 LEVEL 2	Practice Clubs	13	14	15 LEVEL 2	16	15	16 LEVEL 3	Practice Clubs	18	19	20 LEVEL 3	21	12	13 LEVEL 3	Practice Clubs	15	16	17 LEVEL 3	18
17	18 LEVEL 2	Practice Clubs	20	21	22 LEVEL 2	23	22	23 LEVEL 3	Practice Clubs	25	26	27 LEVEL 3	28	19	20 LEVEL 3	Practice Clubs	22	23	24 LEVEL 3	25
24	25 LEVEL 2	Practice Clubs	27	28	29 LEVEL 2	30	29	30 LEVEL 3	Practice Clubs	27	28	29 LEVEL 3	30	26	27 LEVEL 3	Practice Clubs	29	30	31	



# Scheduling on GLF. Connect

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

## 3 Level Program Level 1

5 week courses available within the 3 Level Program Level 1 Filter including the Graduation Event

## 3 Level Program Experience Days

Experience Day events will be categorized until this filters as Single Day Events

## 3 Level Program Level 3

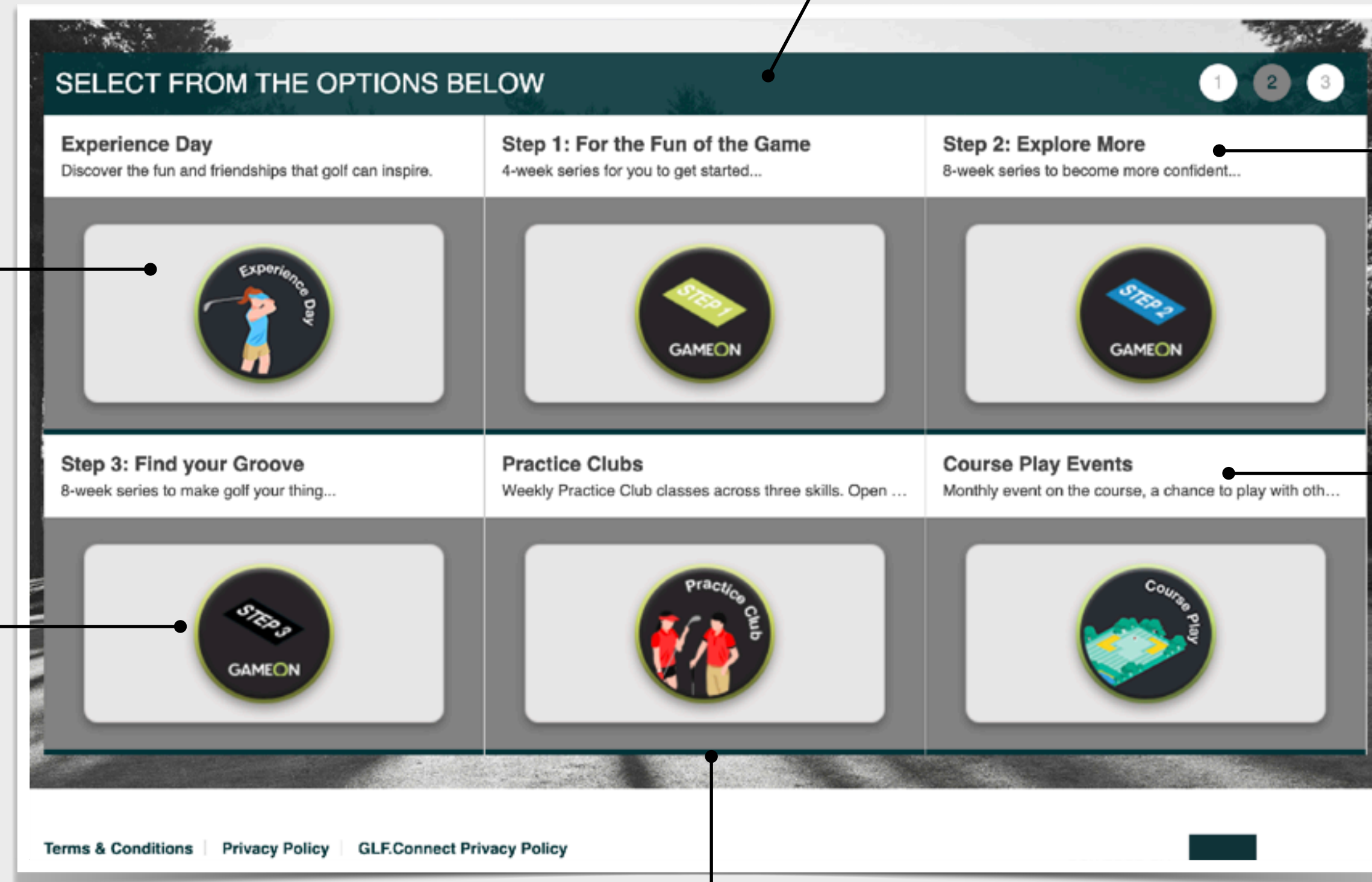
9 Week 3 Level Program class available within the 3 Level Program Level 3 Filter including the Graduation Event

## 3 Level Program Level 2

9 Week course available within the 3 Level Program Level 2 Filter including the Graduation Event

## Monthly Course Play Event

Monthly Course Play Event Setup within the Course Play event filter.



## Weekly Practice Club

60 minute & 2 hour On Course Practice Clubs setup within the Practice Club Filter. Bookable on a per event basis.

# Scheduling via GLF. Connect

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

Further training is available from the GLF. Connect support team to help you setup your program elements correctly within the Scheduling section on each page of the Coaches Toolbox.

The screenshot shows the 'Scheduling Resources' page in the GLF Connect system. The page is divided into two main sections: 'Scheduling Resources' and 'Marketing Resources'. The 'Scheduling Resources' section includes two video links: 'Building a Level 1, 2 or 3 LTPG Block' and 'Generating your Program Level Short Link', each with a 'Watch' button. The 'Marketing Resources' section is currently empty. The 'Scheduling Resources' section also features three 'Download' buttons at the top.

Callouts from the main screenshot point to various program elements and filters:

- Level 1**: Level 1 Program Sub - Filter
- Level 2**: Level 2 Program Sub - Filter
- Level 3**: Level 3 Program Sub - Filter
- Monthly Course Play Event**: Course Play event filter.
- Weekly Practice Club**: LTPG Practice Club Filter available with the Practice Club Main Filter.

The main screenshot also shows a navigation menu at the top with options: Schedule, Reports, Booking Admin, Coach Admin, Students, Store Admin, Emails, MyGame+, and Book. The main content area is titled 'SELECT FROM THE OPTIONS BELOW' and contains a grid of program elements:

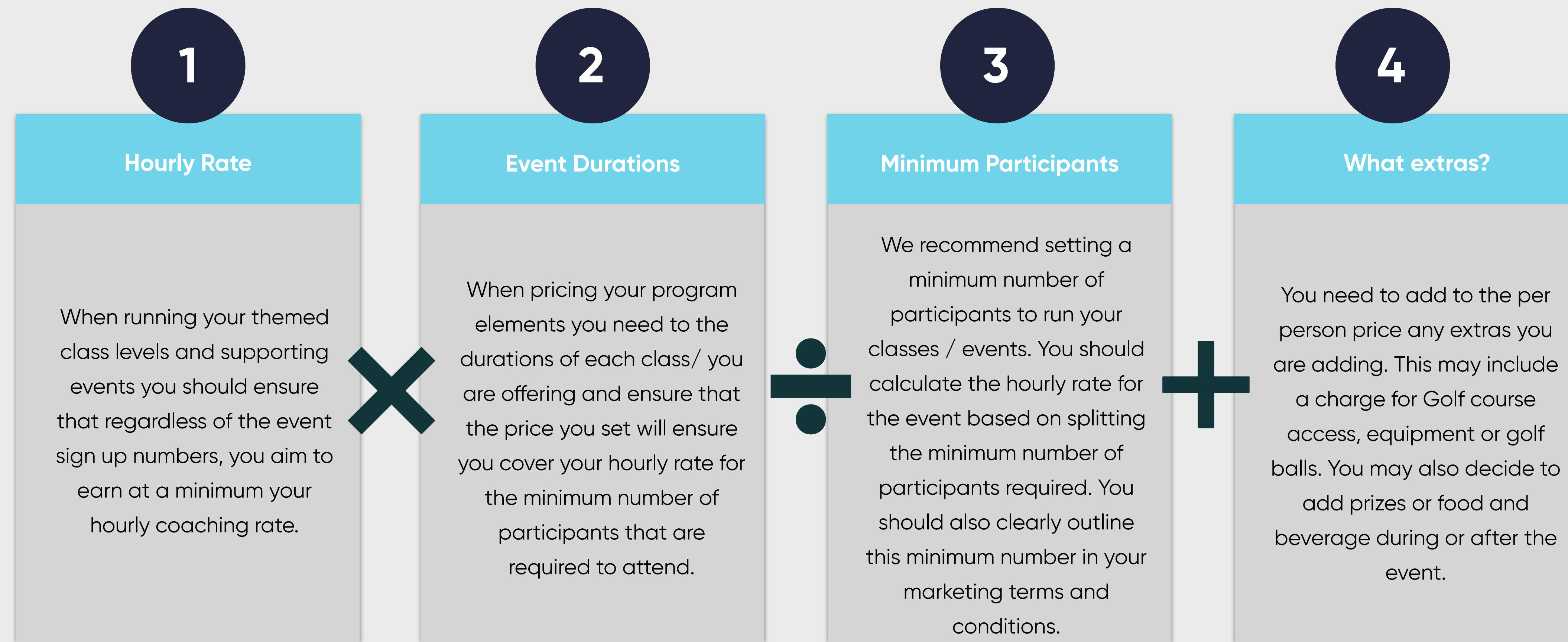
- Experience Day**: A taster session for the Learn To Play Golf programme.
- Level 1**: 5 week introduction to the Learn To Play Golf programme.
- Level 2**: More advanced. 9 week Learn To Play Golf programme.
- Level 3**: Complete the Learn To Play Golf programme with this 9...
- Course Play Events**: Monthly course play event using an adapted course.
- LTPG Practice Club**: Weekly practice across four skills for those on the learn...

# Pricing



# Guidance for Cost of Each Program Element






The price of your program elements will vary depending on a number of factors that will be specific to your coaching business and club. You also need to consider that the two support elements of the program are designed to engage your learners in further practice and play outside of the themed classes at each level. Therefore they should be a low barrier to entry events and you need to consider this when pricing these elements. When pricing your program levels and events we recommend that you consider the following...



# Guidance for Cost of Each Program Element

Using an hourly rate of \$100, we have provided an example of the pricing structure that can be implemented below. There are no additional extras provided on each element and the minimum number of students required is provided.

The prices have also been adapted to reflect the supervised nature of the practice clubs and course play events as well as being price point that will be an attracting proposition for the target customers...

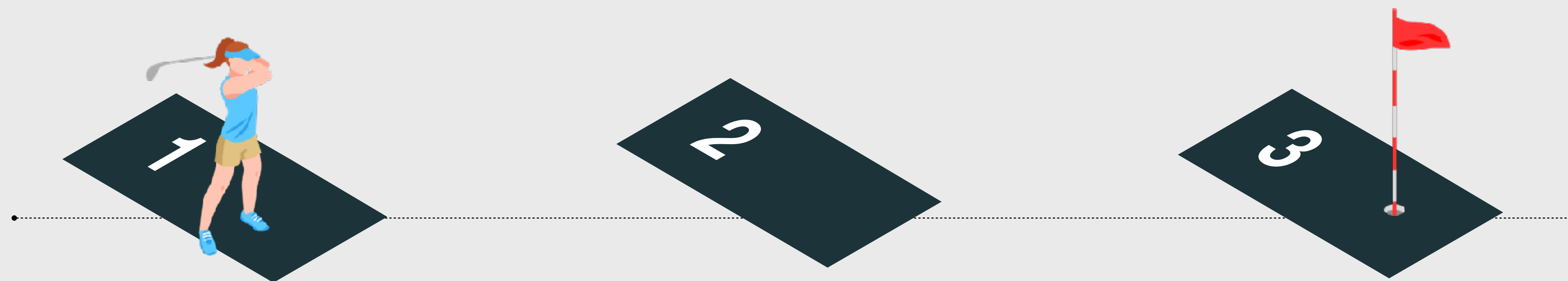
	 4 x 90 Minute Classes	 8 x 90 Minute Classes	 8 x 90 Minute Classes	 1 Hour Practice Club	 3 Hour Course Play Event
Price	<b>\$300</b>	<b>\$600</b>	<b>\$600</b>	<b>\$25</b>	<b>\$25</b>
Minimum Students	<b>2</b>	<b>2</b>	<b>2</b>	<b>4</b>	<b>12</b>
Extras	No Extras. Golf Balls and equipment included free of charge.	No Extras. Golf Balls and equipment included free of charge.	No Extras. Golf Balls and equipment included free of charge.	No Extras. Golf Balls and equipment included free of charge.	No Extras. Golf Course access and equipment included free of charge.

# Implementation



# Implementation of Your Training

Depending on the exact strategy for launching your program and filling your program places, you need to ensure you understand the program and complete each of the required tasks during the implementation stages. We recommend you complete the following steps...



## 1. Complete Your Experience Day Training

### IMMEDIATELY

You should already have completed your Experience Day Training but if you haven't, learn about the Experience Day program so you are ready to launch the day at your venue to link directly to your Learner program.

## 2. Complete your Course Play Training

### 1 WEEK PRIOR

You should complete this Training Module around 1 week prior to your Course Event so you can understand how to setup your adapted course and organize your event.

## 3. Complete your Themed Class and Practice Club Training

### 1 WEEK PRIOR

You should complete this Training Module around 1 weeks prior to your first Themed Class and Practice Club. This will navigate you through how to deliver the class plans and run your class effectively.

# Build up to Your First Class, Event or Practice Club

Once you have all of the components of your Learner program scheduled, you are ready to follow the next stages of implementation. We recommend this starts around 5 weeks prior to the first class. The scheduling and planning phase should start immediately after this training module and you should schedule as many of the program elements as far ahead as is possible. The recommended implementation stages are as follows:



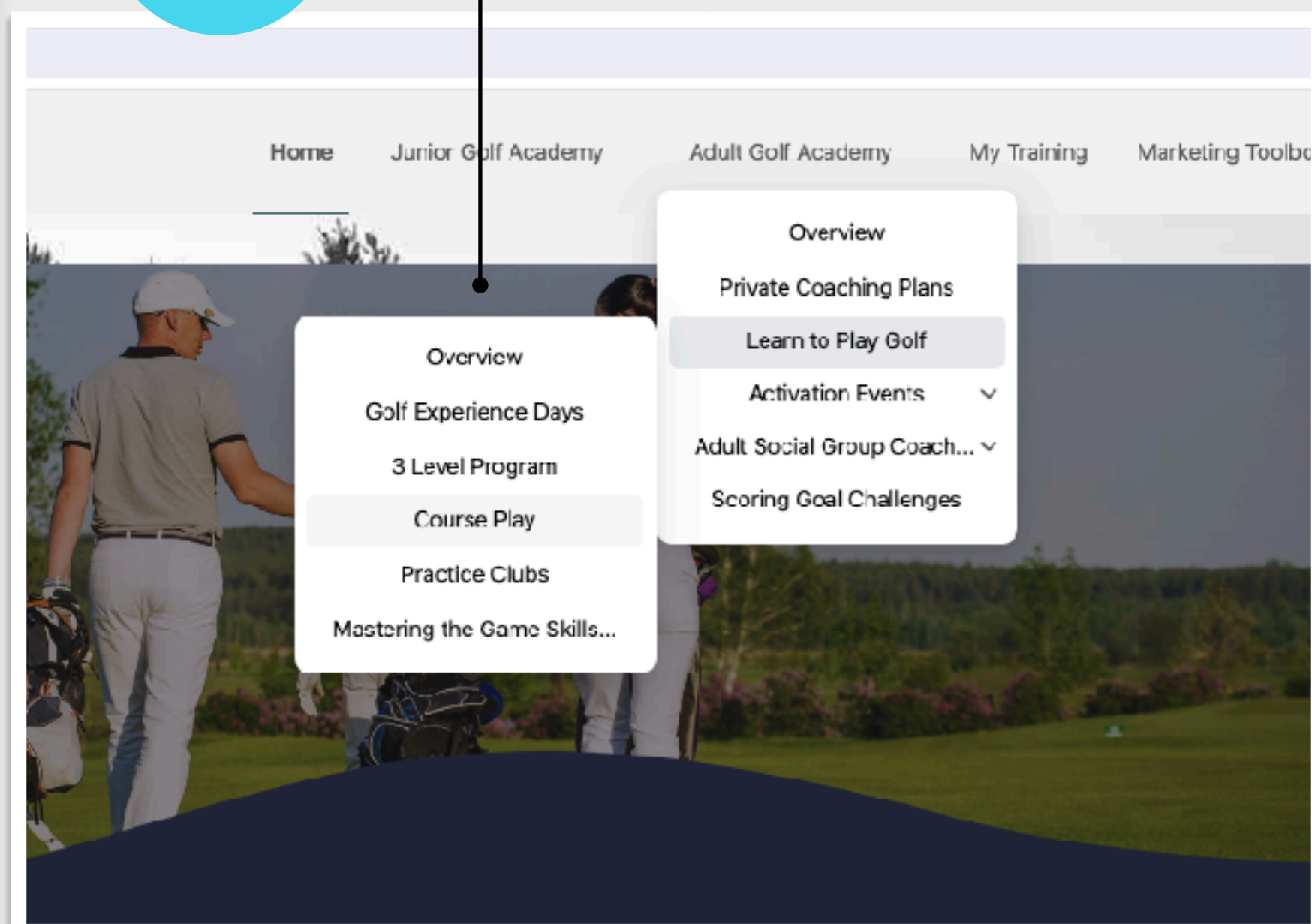


# Access Support Via the Coaches Toolbox

Through the Coaches Toolbox on the GLF. Connect system, you can access a variety of support resources that are specifically tailored to the program elements as well as the Mastering the Game Challenges. We recommend you follow the step by step guides and utilise the resources for each step of implementation...

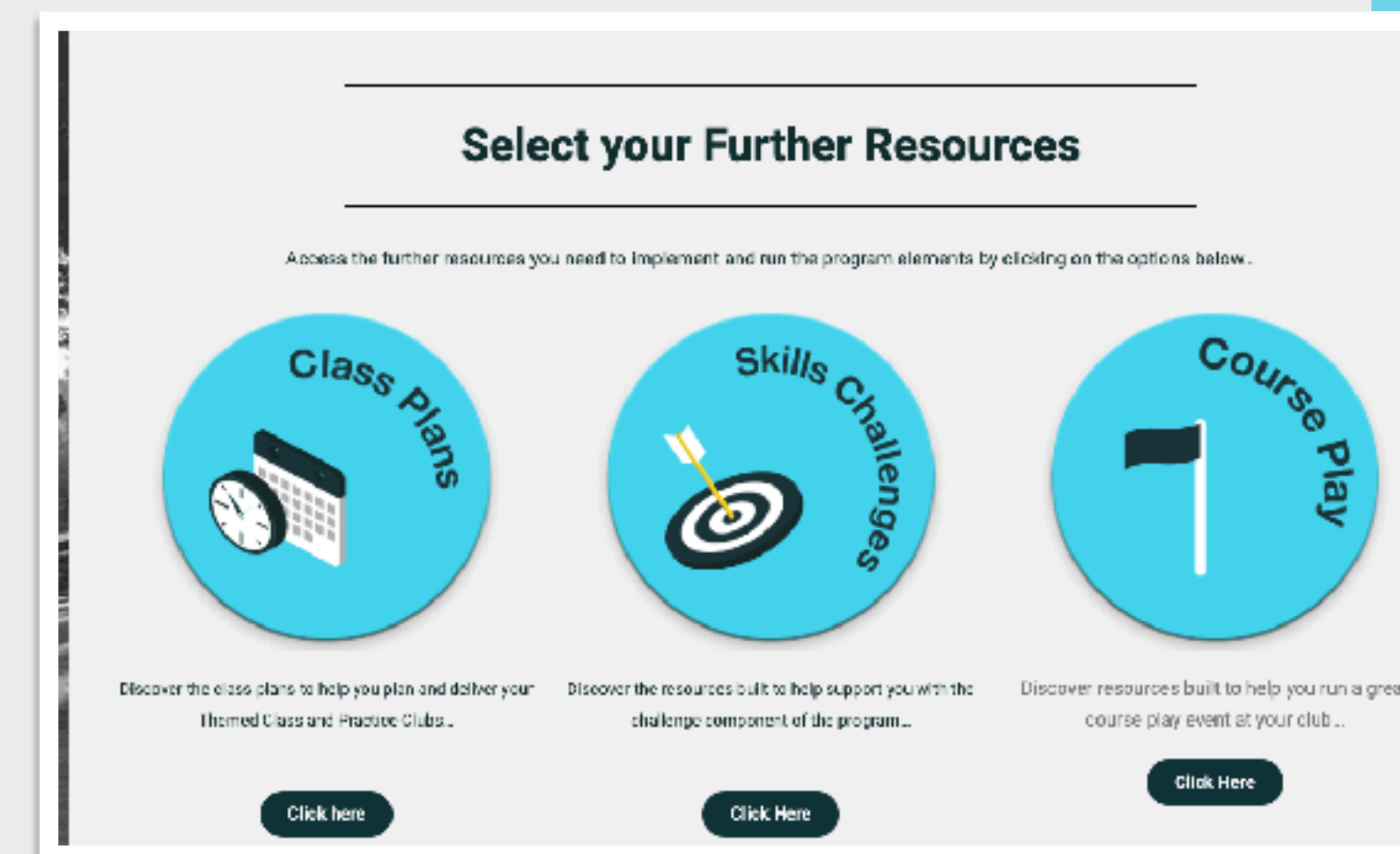
1

Select the menu navigation options under the Learn to Play Golf main navigation.



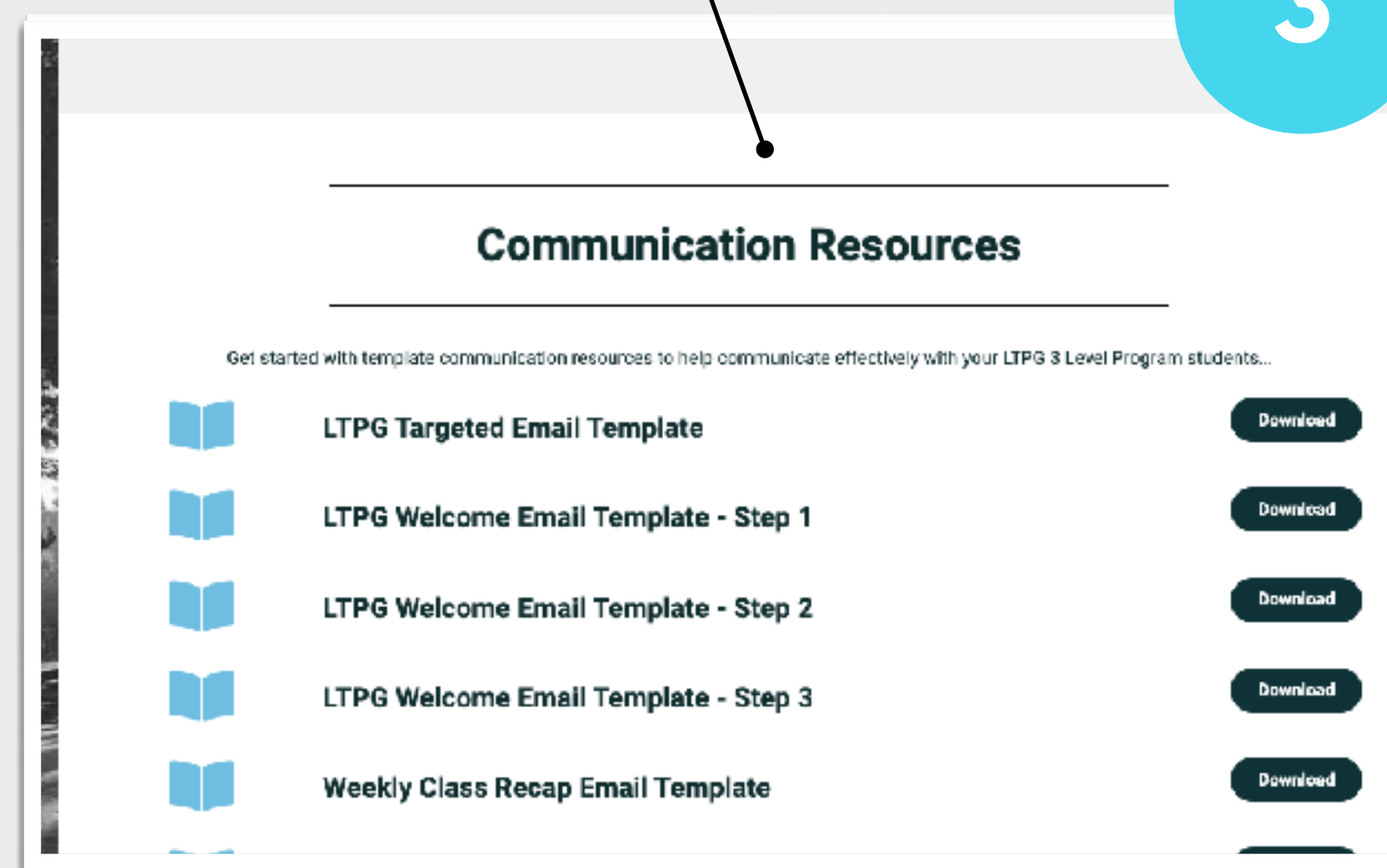
2

Utilise the Variety of resources on each page.



3

Access further resources such as class plans on the 3 Level program page.

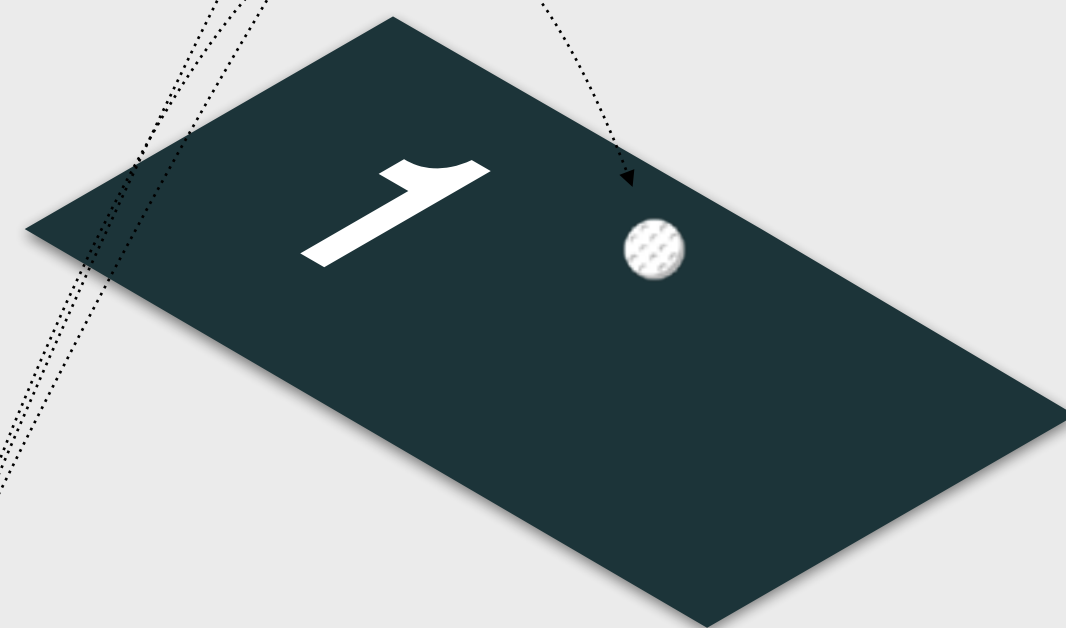
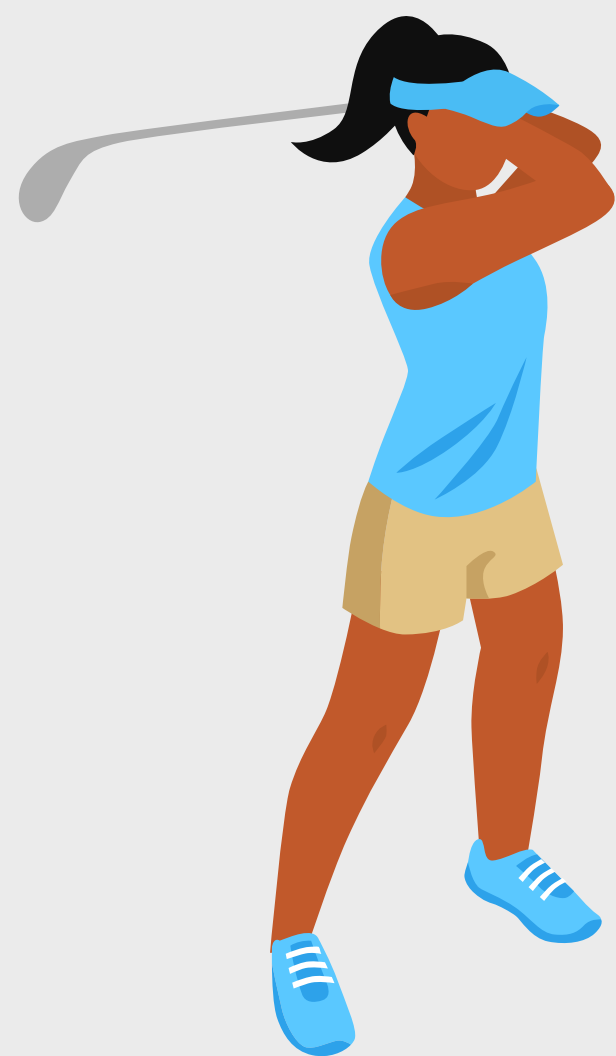


# Next Steps



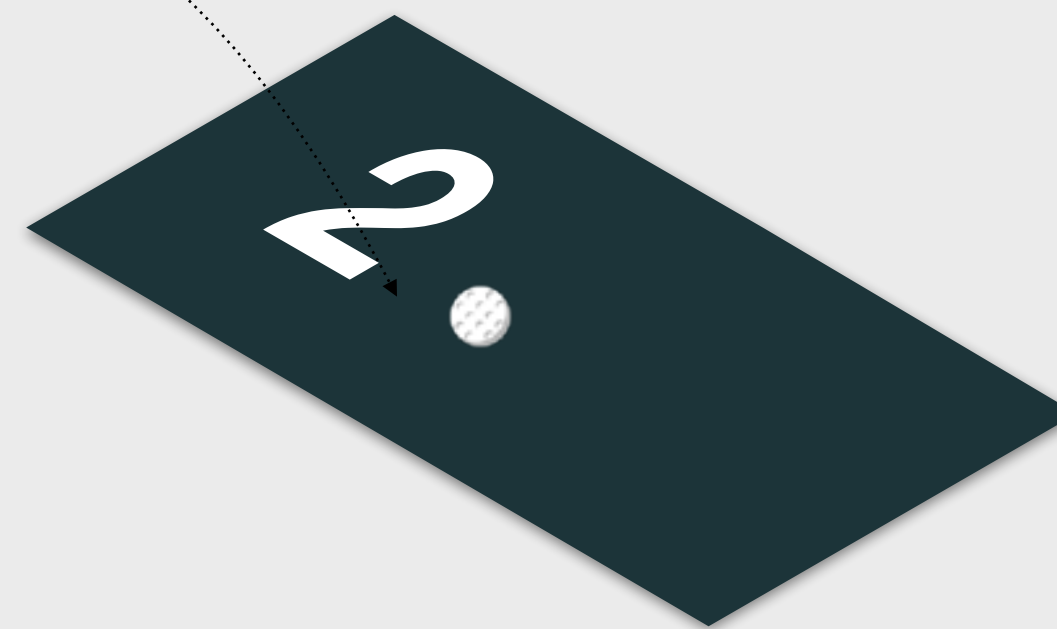
# Next Steps

Take the next steps towards launching your 3 Level Learner program by following the recommended next steps below...



## 1. Complete the Experience Day Training

- This includes an overview of the Experience Day which is an important event to help drive conversions into your 3 level program.



## 2. Complete the Scheduling Step by Step Guide Tasks

- You will be ready to schedule your Classes, Practice Clubs and On Course Events. You should plan this with your team, venue and get the classes scheduled into your GLF. Connect system along with your Experience Days.



## 3. Complete your Marketing Creation Step by Step Tasks

- You will then be ready to get your marketing ready for distribution and ensure you can fill your programs.

# Thank you.

Please complete the Experience Day Training Module within the Experience Day page in the Coaches toolbox.

