## **Assistant Teaching Professional**

Formal position title.

## **Reports To**

The Director of Instruction, Matthew Cooke, or the owner of the Golf Club, Ken Horton.

## **Job Overview**

The individual desiring this position needs to be able to take charge, have a growth mindset, be self-sufficient, be well read, be able to collaborate, possess entrepreneurial tendencies in respect to growing their own coaching book and income, improve and grow the golf academy’s current junior and adult golf programs, and have the drive to utilize technology.

## **Responsibilities and Duties**

Provide a bullet point list of the responsibilities and duties of this job.

* Be the point of contact and run the junior golf programs.
* Be the point of contact and run the summer junior golf camps.
* Be the point of contact and run the adult golf programs.
* Contribute to assisting in the scheduling, setting up, managing, maintaining, and operating the indoor golf studio for when members rent and utilize the space.
* Select and grow a particular niche/area of expertise and create a special offering for this niche (Example: Custom fitting, ladies lessons, putting, short game etc.) at the golf academy to provide more value and diversity to the academy, offerings, and memberships.
* Update and refresh the golf academy website and social media with up-to-date golf academy activity. This can also be a launch pad to promote the new services offered by the individual getting this position.

## **Qualifications**

Here is a list of preferred qualifications and experiences:

* Must currently be in the PGA or PGM program or have completed it.
* At least 1 year is preferred.
* Experience coaching children and adults.
* Must be personable, friendly, empathetic, growth minded, opportunistic and entrepreneurial.
* Must have a valid driver’s license.

## **Income**

This is not a salary position and so the individual will be a contractor to the golf academy.

Revenues

Estimated revenue from established programs:

* Junior programs: $18,000-$20,000 (Annual)
* Adult programs: $5,000-$7,500 (Annual)
* Summer Camps: $7,500-$10,000 (Annual)

Estimated revenue from general inquiries:

* One on one lessons: $15,000-$20,000 (Annual)

Fee’s/commissions

* First 90-days = no commission to golf academy, commission to the golf club only:
  + 25% Non-member
  + 20% Member
* Group programs & summer golf camps commission to the golf club is a flat 15%.

**Example**:

Lesson revenue non-member = $1,000

Lesson revenue member = $1,000

Total revenue = $2,000

Non-member Golf Club Commission = 25% of $1,000 = $250

Member Golf Club Commission = 20% of $1,000 = $200

Total Golf club commission = $450

Lesson Revenue After Golf Club Commission Paid = $1,550

Golf Academy Commission = 0%

Lesson Revenue Net in first 90-days = $1,550

* 90 – 180 days = 10% commission paid to golf academy, and normal commission paid to the golf club:
  + 25% Non-member
  + 20% Member

**Example**:

Lesson revenue non-member = $1,000

Lesson revenue member = $1,000

Total revenue = $2,000

Non-member Golf Club Commission = 25% of $1,000 = $250

Member Golf Club Commission = 20% of $1,000 = $200

Total Golf club commission = $450

Lesson Revenue After Golf Club Commission Paid = $1,550

Golf Academy Commission 10% = $155

Lesson Revenue Net 90-180 days = $1,395

* After 180 days = 15% commission paid to golf academy, and normal commission paid to the golf club:
  + 25% Non-member
  + 20% Member

**Example**:

Lesson revenue non-member = $1,000

Lesson revenue member = $1,000

Total revenue = $2,000

Non-member Golf Club Commission = 25% of $1,000 = $250

Member Golf Club Commission = 20% of $1,000 = $200

Total Golf club commission = $450

Lesson Revenue After Golf Club Commission Paid = $1,550

Golf Academy Commission 15% = $232.50

Lesson Revenue Net After 180 Days = $1,317.50

* Revenue exceeding $5,000 commission to golf academy is at 10%, and normal commission paid to the golf club:
  + 25% Non-member
  + 20% Member

**Example**:

Lesson revenue non-member = $2,500

Lesson revenue member = $2,500

Total revenue = $5,000

Non-member Golf Club Commission = 25% of $2,500 = $625

Member Golf Club Commission = 20% of $2,500 = $500

Total Golf club commission = $1,125

Lesson Revenue After Golf Club Commission Paid = $3,875

Golf Academy Commission 10% = $387.50

Lesson Revenue Net After 180 Days = $3,487.50

**Summer Golf Camp / Group Coaching Program Example**:

Revenue (Member or non-member) = $10,000

Total revenue = $10,000

Golf Club Commission = 15% of $10,000 = $1,500

Total Golf club commission = $1,500

Lesson Revenue After Golf Club Commission Paid = $8,500

Golf Academy Commission 10% = $850

Lesson Revenue Net = $7,650