



Golf for Cause®

Turn Golf into Gold®

Driving better business opportunities
through the world's most popular game



Two-Day Business Golf School October 24th & 25th

According to an attitudinal study by Starwood Hotels and Resorts Worldwide, Inc. conducted in April 2002 entitled, "From the Boardroom To The Back Nine: The Importance of Golf In Business"

- 50% of the respondents identified a "round of golf" as the most valuable activity to get to know business associates and clients well. "A business lunch or dinner" is a distant second at 34%.
- Besides acknowledging the social aspects of golf, executives in this survey also claim that golf is the best arena for the creation of business deals. Golfing with a business associate or client is a good way "to establish a closer relationship" (97%).
- 58% of executives say the way a person plays golf is very similar to the way he or she conducts business.

What: A 2-day business golf school geared to those who need to learn how to blend business and golf, regardless of skill level, and to those using golf for business who want to do it more effectively.

- Golf Instruction (4:1 ratio)
- On-Course Play
- Classroom: Targeted Business/Golf Topics
- Lunch and Refreshments Both Days
- Student Handbook, Video Swing Analysis

When: Fri., October 24th 8:30 am– 5:30 pm
Sat., October 25th 9:00 am – 5:00 pm

Lead Instructors: John Gunby, PGA Professional
Debbie Waitkus, Golf for Cause

Where: Shalimar Country Club
2032 E. Golf Ave.
Tempe, AZ 85282
480/838-0488 www.shalimarcountryclub.com

Cost: \$650 by October 3rd, \$685 thereafter

Register: On-Line: www.golfforcause.com
By phone: 602/840-0607

***** Limited to 12 participants. *****

Golf is a powerful connector- especially in business. Whether in sales or another position that involves relationship development, using golf for business increases your opportunities.

Who do you know that needs to get into the swing??