



# Golf for Cause®

## Turn Golf into Gold®

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



### Two-Day Business Golf School Talking Stick Golf Club ~ May 8<sup>th</sup> and 9<sup>th</sup>

According to a study by Starwood Hotels 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.
- 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.

*Debbie Waitkus, President and Founder of Golf for Cause®, is a business-golf consultant who works with organizations and individuals to help them drive better business opportunities through the world's most popular game. Her creative, content-rich programs have been lauded for their innovation and effectiveness. Waitkus is the former president of a \$130 million private mortgage banking firm, where she attributed golf as one of her keys to success. Her clients include Empire West Title Agency, General Mills, The Hartford, SRP, Thunderbird School of Global Management, and Wells Fargo.*

**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., May 8<sup>th</sup> 8:30 am– 5:30 pm  
Sat., May 9<sup>th</sup> 9:00 am – 5:00 pm

**Lead Instructors:** Chad Rogers, PGA Professional  
Debbie Waitkus, Golf for Cause

**Where:** Talking Stick Golf Course  
9998 E. Indian Bend Rd.,  
Scottsdale, Arizona  
480/ 850-8611  
[www.talkingstickgolfclub.com](http://www.talkingstickgolfclub.com)

**Cost:** \$695 by April 17<sup>th</sup>, \$735 thereafter

**Register:** On-Line: [www.golfforcause.com](http://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.