

2018 TENNIS SA CLUB DEVELOPMENT CONFERENCE

Next Gen Health & Lifestyle Clubs - Memorial Drive, North Adelaide

Sunday 29th July 2018 – “BEST PRACTICE MODELS FOR TENNIS CLUBS SUCCESS”			
Time	Activity		
8.30am	Registration		
8.45am	Opening & Welcome <ul style="list-style-type: none"> Welcome & Introduction (Steve Baldas – Tennis SA CEO) (Update Redevelopment / New Board Direction 40/40/20) 		
9.00am	<table border="0"> <tr> <td style="vertical-align: top;"> How to attract the “Sponsorship Dollar” <ul style="list-style-type: none"> How clubs can be unique & stand out from everyone else How to write a winning proposal How to keep sponsors long-term Presented by: Melissa Dunbar (Big Fish Events Group) Facilitators: TSA Staff (Jenny Macpherson, Darren Sahb & Anne-Marie Handke) </td> <td style="vertical-align: top;"> Welcoming and Inclusive Club Environment <ul style="list-style-type: none"> How do you initially engage potential members Including Inclusion “Panel of Success” – Somerton Park, Grange Lawn and ETKG tennis clubs share their stories Facilitators: TSA Staff (Egon Loh, Tammie Wightman, Shane Leathem & James Pick) </td> </tr> </table>	How to attract the “Sponsorship Dollar” <ul style="list-style-type: none"> How clubs can be unique & stand out from everyone else How to write a winning proposal How to keep sponsors long-term Presented by: Melissa Dunbar (Big Fish Events Group) Facilitators: TSA Staff (Jenny Macpherson, Darren Sahb & Anne-Marie Handke)	Welcoming and Inclusive Club Environment <ul style="list-style-type: none"> How do you initially engage potential members Including Inclusion “Panel of Success” – Somerton Park, Grange Lawn and ETKG tennis clubs share their stories Facilitators: TSA Staff (Egon Loh, Tammie Wightman, Shane Leathem & James Pick)
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9.40am	All in Main Room		
9.45am	Sharing Club Best Practice <ul style="list-style-type: none"> Importance of a strong Club to Coach to Club relationship Creative Ideas & Attaining \$\$\$ to your club – Col Lawson (West Lakes TC) - Work for the Dole, Club Infrastructure and Council Relationships Facilitators: TSA Staff (Warren Foote, James Pick , Dylan Hicks & Troy McNeil)		
10.30am	Refreshment Break		
10.50am	MC to outline afternoon session Attracting and engaging players and the community and Retention of Players Facilitated by Steve Baldas (MC)		
10.55am	Attracting and engaging players and the community <ul style="list-style-type: none"> Creating easier access for club members and the wider community to play tennis, improving court usage Overview and research behind the strategy for competitive play and adult social participation moving forward Engaging club members and improving retention through providing creative opportunities to get involved (case study: Henley South Tennis Club) Facilitators: TSA Staff (Brett Hidson, Ty Allen, Breanna Hassam)		
12.00pm	Retention of Players <ul style="list-style-type: none"> Link from schools to clubs Pathway from HS to Match Play (Special Comments – Jason Todd) Blended Lines project Facilitators: TSA Staff (Matt Fitzgerald, Amelia Waters & Luke Doughty)		
1.00pm	Closing Remarks (Steve Baldas – CEO)		
1:10pm	Close		