



CA
CLUB ADVISORS

**WE SPECIALIZE IN PROVIDING IMMEDIATE INTERIM CLUB MANAGEMENT
TO ASSIST CLUBS IN TRANSITION**





WHY IMMEDIATE INTERIM CLUB MANAGEMENT?

Golf, City and Yacht Clubs are exposed to the same unpredictability as other industries. That can mean unexpected turnover— with no leader at the helm, uncertainty throughout the club, and tasks left unperformed.

That's where we come in.

Club Advisors places seasoned, Certified Club Professionals as interim General Managers, Chief Operating Officers, or Clubhouse Managers — on the ground in as fast as five days, if needed, and ready to fulfill the immediate needs of the Board, Staff and Members.

Club Advisors specializes in assisting clubs in transition. Our seasoned professionals have worked with dozens of clubs across the country and abroad over the last three decades.

And we're ready to work for YOU.

BENEFITS OF WORKING WITH CLUB ADVISORS

Immediate, Effective Solution for a Gap In Club Management:

We provide an immediate, effective, interim management solution that will assist your Club in multiple ways. We will alleviate fears and anxiety among the Staff and Members. We will remove the burden on the Board or co-workers to fill in and take on tasks while their other responsibilities suffer. Club Advisors will also assist by providing a level of oversight and support that will strengthen relations and create a vote of confidence for all, and we'll keep the focus on revenue generation, retention and normal club operations.

Less Pressure and More Time to Find The Perfect Candidate:

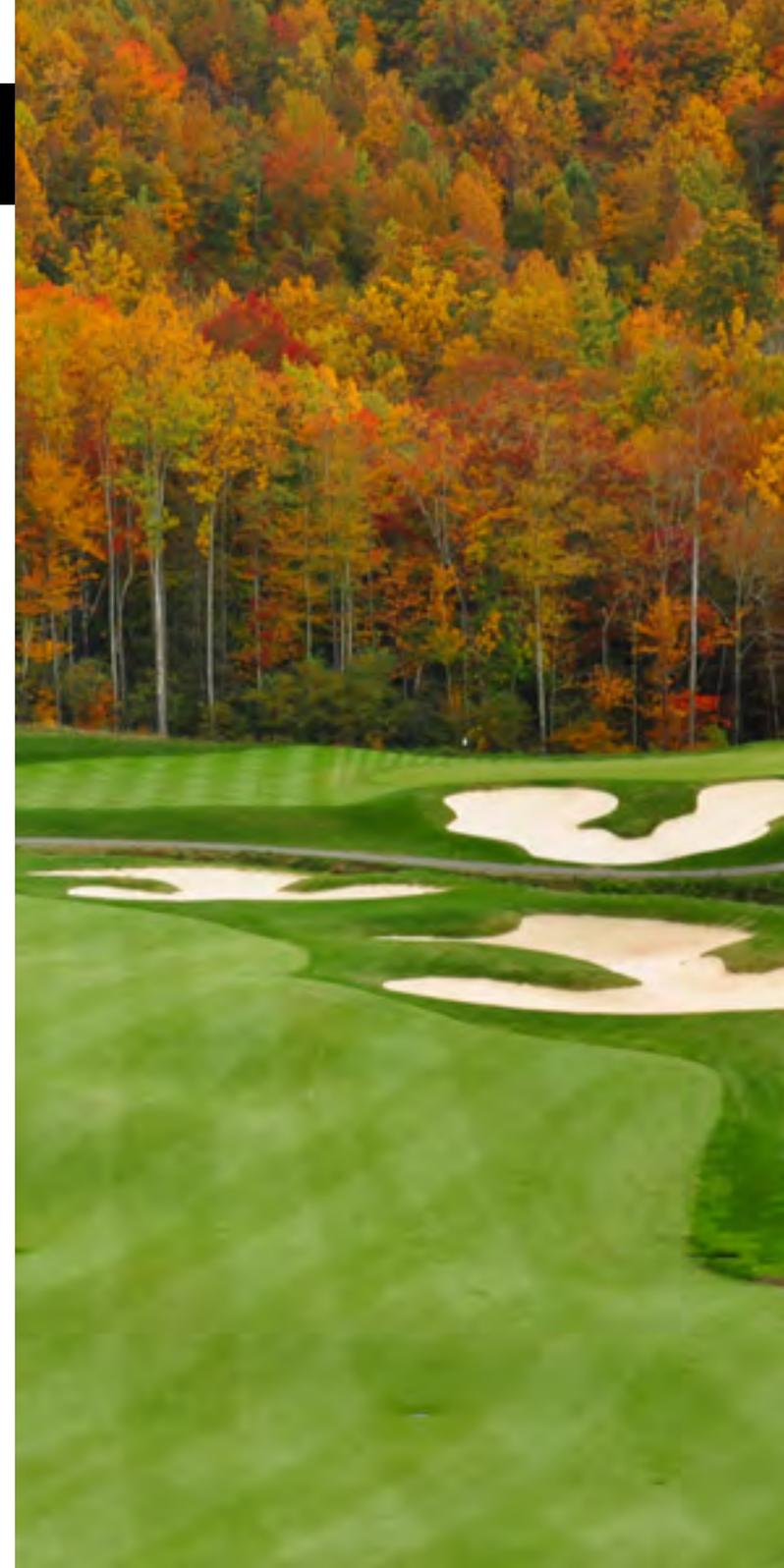
We alleviate some of the pressure on the timeline, allowing you adequate time to find the ideal replacement for the role and removing the pressure to choose a candidate too quickly, potentially hiring the wrong person.

Affordable Fees and Return on Investment:

Our fees are no more than the Club had been paying for the position for which we are providing interim management, plus expenses, so our services are affordable. Further, while we assume our interim role we also bring our experience to work for you to help grow your business.

Assist With A Successful Transition:

We will work hard for you while on the ground, and will assist with any strategic and administrative matters that you might require to ensure a successful transition.





CLUB ADVISORS' GUARANTEE

We would be proud to serve your Club by providing interim management from a Certified Club Professional, while you search for a permanent replacement. With Club Advisors, this is your guarantee:

- 🍃 We will have a seasoned professional on-site within 5 days if needed.
- 🍃 Our services won't cost any more than what you have already been paying for your General Manager role.
- 🍃 Our assigned GM will adapt seamlessly to the unique personality and needs of the Club.
- 🍃 We will go above and beyond to create a successful transition, while helping sustain revenue and growth.

Let's talk about how we can help!

CLUB ADVISORS CAN HELP

We understand that every club is unique, so we'll design our services around your Club's specific needs. Possibilities include:

MEMBERSHIP SALES RECRUITING AND RETENTION

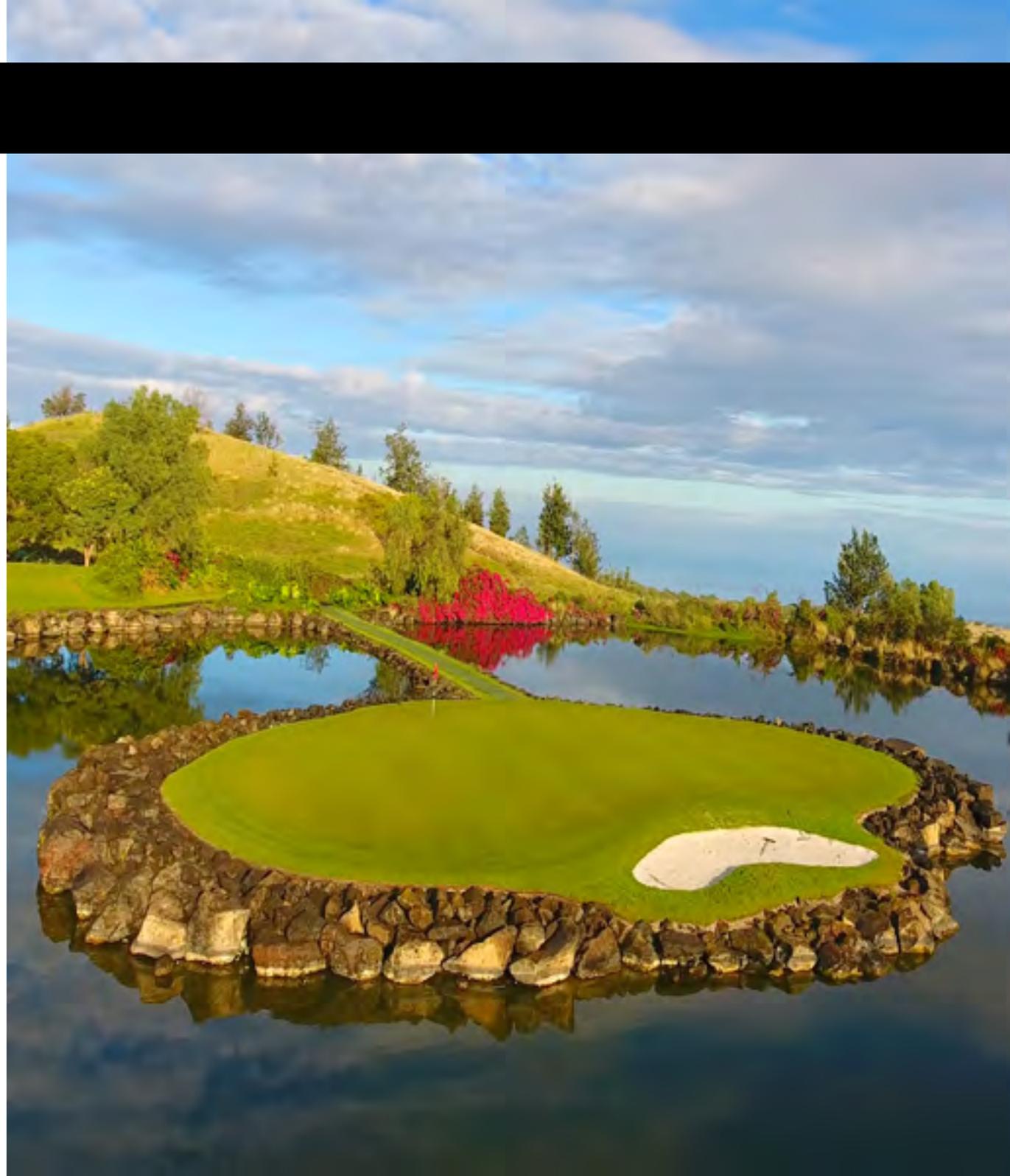
Over 93% percent of our golf and country clubs are not full. Only 6.5% of golf & country clubs in the USA are full or have a waiting list. Let us help you refine and enhance your processes to get more Members.

MARKETING IN A DIGITAL WORLD

Club Advisors provides technical assistance in the design and development of Online Marketing Programs for country clubs, resorts and golf courses.

FINE TUNE YOUR OPERATION

Club Advisors provides a toolkit of best practices and processes that will inspire your managers to achieve outstanding results. These tools are yours and will provide continuous value.



OUR SERVICES

INTERIM MANAGEMENT

- Chief Operating Officer
- General Manager
- Clubhouse Manager

MEMBERSHIP RECRUITING AND RETENTION

- Membership Sales
- New Member Orientation Programs
- Membership Focus Groups
- Reciprocity Opportunities
- Membership Inventories
- Member Surveys
- Membership Retention

ANCILLARY REVENUE

- Fundraising Golf Tournaments
- Rental Space
- Banquet and Wedding Sales

DIGITAL MARKETING

- Social Media
- PPC/Online Advertising
- Analytics & Measurements

AGRONOMY AND LANDSCAPING

- Course Conditions Improvements
- Beautification Projects

ASSET MAINTENANCE & CAPITAL IMPROVEMENTS

- Capital Improvement/Capital Repair Plans
- General Maintenance Tracking
- Fixed Assets Reconciliation



CLUB ADVISORS' TOOLKIT

All-In One Membership Guide

(Sales, Orientations, Tracking)

Other Sales

(Tournaments, Banquets, Weddings, Merchandise)

Performance Management Tools

(Personnel, Financial, Sales)

Maintenance Tracking Tools

(Golf Course, Clubhouse, Pool & Facilities)

Relationship Development Tools

(Members, Boards, Owners, Staff, Vendors)

To learn more and discuss how we can help your Club,
please contact us at:

(702) 883-5003

TerryClark@ClubAdvisors.com



THE TEAM



Terry Clark

Certified Club Manager

TClark@ClubAdvisors.com

Terry has held many top management positions in all type of clubs to include military, city, yacht, golf and country clubs. He was elevated from the position of general manager to regional manager, regional director and vice-president of operations in a period of six years.



Dave Elmendorf

*Interim Management, 501(c)7 Recapitalization,
Project Management, Development and Renovation*

DElmendorf@ClubAdvisors.com

Dave is a two-sport (baseball and football) and academic All-American from Texas A&M. He continues to enjoy his role as football color analyst on the Aggie Radio Network. He played nine years for the LA Rams, including Super Bowl XIV.



Doug Holtz

*Certified Chief Executive, Certified Club Manager,
Food Management Professional*

DHoltz@ClubAdvisors.com

Following years of leadership and holding club management positions of the highest levels in the military, Doug has operated city, golf and country clubs in the USA and China, including Mid-Pacific Country Club on Oahu and the American Club in Hong Kong.



David Foster

Professional Golf Association

DFoster@ClubAdvisors.com

David has distinguished himself throughout his career by producing results as a golf professional, director of golf, regional golf director, and private club general manager. He is an expert at mentoring golf professionals, tournament development and operations.



Mike Biscotti

*Property Development, Team Building,
Financial Management, Membership Growth*

MBiscotti@ClubAdvisors.com

Mike has many distinguished years as General Manager of private clubs such as Hoakalei CC in Hawaii, Club at Prescott Lakes Golf & Country Club in Arizona and The Club at 12 Oaks in North Carolina.



Bill Riddle

*PTR/USPTA Tennis Professional, USPTA Elite Tennis
Professional, PTR National Tester and Clinician*

BRiddle@ClubAdvisors.com

Bill has worked with and directed a wide variety of local, regional, national and international tennis tournaments and events for such organizations as the World Tennis Team, the Virginia Slims Legends, the USPTA and the USTA.

WHAT OUR CLIENTS SAY ABOUT US



"Thank you very much for working with Big Island Country Club for a year. I am truly grateful for everything Club Advisors did for us. Thanks to your help with course improvements, the condition of the Big Island Country Club golf course got significantly better, and it became truly great. I am extremely grateful for all your help with recruiting great team members. Thanks to you and your extensive network, we managed to secure some of the best people in the business."

Mr. H. Takei, Chairman
Oak Capital, Japan and Owner of Big Island Country Club

"Club Advisors has been a valued partner to assisting our operations with interim leadership assignments for a number of years. They have consistently demonstrated professionalism, experience and strong communication skills at the projects where we have worked with them."

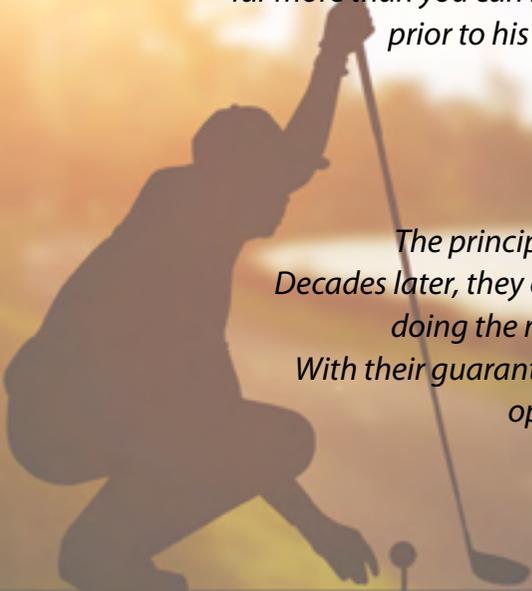
Mark Luthman, Executive Vice President
Touchstone Golf Management

"Thank you for all the work you have provided the past six months here at the Club. I appreciated all the work Club Advisors did, far more than you can know or I can express. I also appreciate all the preparations you made for the new general manager prior to his arrival which set him up for an easy transition and a successful beginning to his tenure."

Elby Beale, Owner
The Golf Club of Oklahoma

The principals of Club Advisors are a big part of the reason that I got into the private club industry. Decades later, they continue to operate under the same culture and philosophy that got me so excited to begin with: doing the right thing, doing it honestly and truthfully, doing it as a team, and just doing it (results). With their guarantee of total satisfaction from boards, owners and operators, if you are looking for someone that operates with the highest degree of character and integrity, then look no further.

Jeffrey Kreafler, CEO/GM
Congressional Country Club





**To learn more and discuss how we can help your Club,
please contact us at:**

(702) 883-5003

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www.ClubAdvisors.com