

TennisPro®



The International Magazine for PTR Tennis Teachers and Coaches

February/March 2023



ARTHUR ASHE STADIUM

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WELCOME TO POLO RALPH LAUREN DAY



Developing the Whole Player

Creating a Resume That Works

Goal Setting

Teaching Happiness

Adaptive Tennis



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HEAD



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For the Record



We hope your 2023 is off to as good of a start as PTR's! This January was the best month ever in terms of new members. Thanks for recommending your colleagues and friends to join PTR!

The cover of this issue of TennisPro shows our partnership agreements with both USTA Florida and USTA Southern California. It highlights PTR's move to become more active within the USTA Section network. This is partially due to the fact that PTR is the only USTA-accredited coaches organization. It is also because in order to educate and train more tennis coaches, PTR needs to work closely with their sections and states/districts/regions.

To that end, PTR created a liaison program with the USTA sections. PTR Chairman, Lynne Rolley, assigned Board members, staff, and key volunteers to each of the 17 USTA sections. Florida is my section, and our partnership is off to a great start with the signing of the partnership agreement and cooperation with the PTRW Summit held at IMG Academy in Bradenton, FL, this past September. In addition, at a recent meeting at the USTA Florida offices at the USTA National Campus, Laura Bowen, their Executive Director, agreed to host/conduct training to help prepare women who are interested in presenting at conferences. Laura and USTA Florida President Phil Girardi (28-year PTR member) are attending the PTR Symposium in Hilton Head.

PTR also partnered with USTA Southern California this past August for a Women Who Ace workshop. PTR Director of Education and Diversity, Milena Vidos, worked with USTA Southern California's Nancy Abrams to put on a fantastic workshop that like the PTR Summit will be held again in 2023.

Another key part of this new initiative with the USTA sections is to visit as many sectional annual meetings as possible. I had the privilege of attending USTA annual meetings for Middle States (with PTR Board member Delaine Mast), Missouri Valley, Southern, and Eastern (with PTR Board member Tito Perez). Former PTR Board member and PPTR Chairman, Jack Waite, attended the USTA New England Annual meeting. Finally, Brian Parkkonen is attending the USTA Midwest Annual meeting right after our February Symposium. We have plans to attend the annual meetings for USTA Pacific Northwest and Intermountain in the spring.

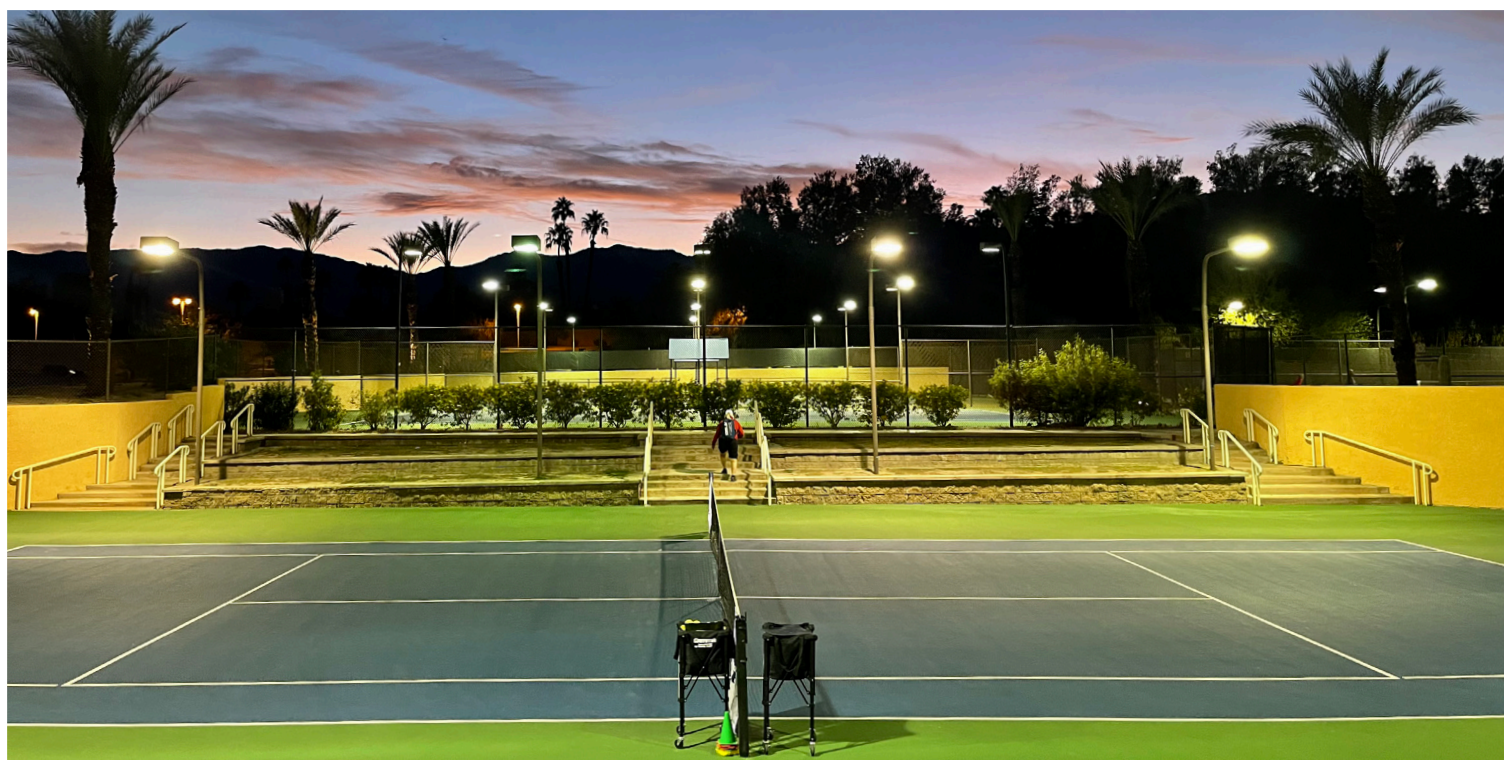
One of the good things about attending these annual USTA section meetings is that you get to see so many PTR members who volunteer for the sections. Also, it's wonderful that several of those PTR members receive section awards for their volunteerism and excellence.

Thanks to all the PTR members in the USTA sections who contribute to...

Making a World of Difference.

Dan Santorum

Dan Santorum
CEO/Executive Director



Member News



Scott McDougald is a PTR instructor who was trained by Dennis Van Der Meer, carrying on the great tradition of coaching children from over 50 countries! Scott is the Director of Community Tennis at Longfellow New Hampshire Tennis and Swim Club which provides tennis programs for Nashua and Hudson Parks & Recreation, USTA Net Generation programs, and “Advantage Kids” out of Laconia, New Hampshire.



PTR member David Panconi doing the Net Generation on court activation today at the Mubadala Silicon Valley Classic, part of the US Open Series.



PTR members, Marvin Tylor and Eddie Gilmore, hosted the fifth annual Tennis Jamboree in Emporia, VA.

Joe Goldthreate is a new International Master Professional and received the recognition at the West Coast Symposium. He was the Founder of the Hadley Park Junior Tennis Development Program in 1980 at Hadley Park Metro Parks and Recreation in Nashville, Tennessee. Before his involvement with youth tennis, Joe was involved with the Civil Rights marches in the early 60's. He was the youngest to join the NAACP in Nashville, Tennessee as a middle school student and marched with John Lewis and others known leaders. The program's primary mission was to expose youth to the sport of tennis and be an alternative after school program as well as get them excited about the sport of tennis. All participants were instructed in the Standard Method of tennis developed by Dennis Van der Meer. The students were taught the bio-method of basic tennis forehand, backhand and the serve. Under this program, Mr. Goldthreate has been instrumental in over 500 tennis students obtaining scholarships to major colleges and universities such as Fisk, Vanderbilt, Alabama A&T, Sanford, Florida A&M, Belmont, Austin Peay, Tennessee State, University of Memphis, and UT Chattanooga, just to name a few. Because of this tennis program, Joe will tell you, he possibly helped saved many young folk from joining gangs, drugs, prisons and other wrong turns they could have chosen.



A MESSAGE FROM PTR FOUNDATION CHAIRMAN, SCOTT THARP:

I'm often asked, "What is the Professional Tennis Registry Foundation (PTRF)?" The quick answer: "It's a registered charity that serves as the charitable arm of the Professional Tennis Registry (PTR). It was created and initially funded by PTR founder, Dennis Van der Meer.

But - to those that the PTRF has supported, it's much more:

It's life changing.

It's a brand-new world for children who have never laid eyes on a tennis court.

It's the beginning of life-long friendships for those that have never been part of a team.

It's a helping hand.

It's hope - where before there may have been none.

It's a first pair of real tennis shoes - a first tennis racquet.

It's the stuff boys and girls need to know about life but aren't taught in schools.

It's where so many NJTL participants first fell in love with reading.

It's a scholarship to help defray the cost of higher education.

It's the confidence gained from earning certification to teach the game that you love.

It's a pathway to a career - the only job you'll ever really want.

It's an opportunity to figure out who you were meant to be.

And - as with the PTR - It's family.

Joy... hope... and promise. These hallmarks of a happy and prosperous lifestyle are unfortunately, lost on so many under-served children; less fortunate brothers and sisters in under-resourced global communities; downtrodden victims of devastating natural disaster; and those with special needs.

The game of tennis might seem to be a trivial pursuit for those that are so heavily troubled. But... we in the PTR know and understand what tennis can offer. A tennis court is a place where joy, hope, and promise abound... a place where dreams can happen for both young and old. A tennis court is a place where people can reach upward and outward.

It's sometimes all too easy for those of us in the tennis teaching profession to take for granted just how lucky we are to be able to earn a living by doing something that we truly love. But... if you take a minute to think about how many people in the world have never had the opportunity to experience the rewards that can be derived from our great sport, you might better understand the importance of the very simple mission of the PTR Foundation... **making tennis available to everyone.**

In these very difficult and challenging times, when so many other charities have had to make drastic cuts in their giving, the PTRF has doubled down on its commitment to doing **more... more... and more.** We see this as our chance to prove that **Tennis is the Sport of Opportunity.** We've set a goal of raising \$100,000 in 2023 - all of which will be used to create opportunities to be redistributed throughout the tennis community.

But - we could surely use your help! After all - none of us is as strong as all of us. We can easily reach or even surpass our goal if each of us will consider donating the revenue of just one 30-minute lesson to the foundation. And - I hope you'll see this, not as an obligation, but as an opportunity! In the words of our founder, Dennis Van Der Meer, "**A core principle of teaching and life is giving back to others.**"

Your thoughtful donation will provide direct support to the philanthropic initiatives that the PTRF prioritizes: 1) Coach Development & Education; 2) Under-served Youth in Under-resourced Communities; and 3) Diversity & Inclusion Programs and Services.

In recent years, funding from the foundation has provided much-needed support for:

- College scholarships for deserving students to whom higher education may have otherwise been out of reach
- Sponsorships of wheelchair and adaptive tennis programs, as well as the Special Olympics and other important wellness and fitness programs
- Andrea Jaeger's Little Star Foundation "One hour of play helps a child's way" initiative
- Vania King and Serving Up Hope to Children in Los Angeles, Chicago, Seattle, Fort Lauderdale, San Francisco, and Uganda
- The Black Tennis Hall of Fame and inductees' respective community tennis associations
- Construction of the first concrete schoolhouse and tennis court in the remote African village of Togo
- NJTL and Community Tennis Associations throughout the nation
- 20 NEXT GEN Continuing Education Scholarships to PTR Italia
- Distribution of thousands of dollars' worth of equipment through the Racquet Roundup program
- Speakers, clinicians, and educators at the PTR Symposium and Sectional Conferences
- PTR Humanitarian of the Year, including a stipend in support of his/her cause

Additionally, the PTRF will be amplifying its presence through social media efforts with the launch of a newly designed interactive webpage, Instagram, Twitter, and Linked-In to share stories of the world-wide impact it makes on so many deserving people. Because we are a public charity that is solely supported by member dollars - it's important for us to provide our donors with a clear understanding of the good works that their dollars are supporting.

You can make your donation today at this link [PTRF Donate Now](#) or by simply sending your check to PTRF Secretary/Treasurer, Jack Barker (145 Pier View St., Unit 107, Daniel Island, SC 29492). Your generosity will truly make a world of difference to the lives of so many deserving people.

Thank you for your thoughtful consideration!

*"From what we get, we can make a living, but it's what we give that can make a life."
- Arthur Ashe*

Jardin d'enfants Dennis Van der Meer
Dennis Van der Meer Foundation

The Goal Isn't to Live Forever... *The Goal is to Create Something that Will*

What will your legacy be?

As the end of the year approaches, please keep the PTR Foundation in mind for your End of the Year Giving.

Please help us support Grassroots Tennis and the sport of a lifetime which can help transform lives! The PTR Foundation is a 501-C(3) organization with 5 Categories of Giving.

DONATE





DEVELOPING THE WHOLE PLAYER: THE ROLE OF SOFT SKILLS IN JUNIOR COACHING.

by Emma Wells

When we talk about being more ‘competent’ and ‘prepared’ as a coach, often our first instinct is to keep finding new ‘fresh’ junior content if we think that our sessions’ need a revamp. On the flip side, delivering the right and appropriate content is crucial. It is the ability to exercise ‘soft skills’ which is necessary to deliver the best quality session when working with juniors players.

I first realized the importance of soft skills in coaching 15 years ago when volunteering on a project in Sierra Leone. Fresh faced out of University and having undertaken my first tennis qualifications I was ready to deliver ‘a great lesson’. Little did I know that the group of 40 school children didn’t understand a word of English. I was the first white female that they had ever seen in their small war torn village, which was still recovering after the civil war a few years prior.

The lesson plan soon went out the window when I realized I had a large group of young people with little knowledge of the English language, who were ready and waiting for instructions. Instructions had to be given to the school teachers who would then translate for the group using their very broken English. If you have coached school



tennis lessons before you will know that going with the ‘flow’ is a priority when working with larger numbers and checking all players are engaged. Therefore relying on Chinese whispers to give verbal instructions was simply not going to work for this group.

Could I get my level of communication simple and effective to keep everyone moving and learning? The change of focus and game plan now was to test my soft skills to see if I could engage the pupils and form a method of communication. It was terrifying, but I had to adapt myself to the needs of the players. I learnt the importance of demonstrating physical movements with no verbal information as this was our only method of two way communication at the time.

Using a kinesthetic teaching approach and moving around players were my key adaptations. Using soft skills to engage and reward players such as a smile, thumbs up and high fives became essential as I was unable to verbalize any form of instruction.

It was only as the opportunity to teach the hard skills were stripped from me that I learnt to use soft skills and the importance of them. When interviewing coaches I always ask why the coach enjoys coaching and if working with people comes up then it means that there is a potential base of soft skills. If it’s just because they enjoy tennis and the game then I will need to delve further into this.

In your coaching environments it will not be such a black and white example but if you can apply similar principles, you will start to see the importance and value in your

coaching delivery and in your teams.

BREAKING DOWN AND IDENTIFYING SOFT SKILLS

I have broken down the soft skills into four simple, yet effective areas that need an amount of self reflection, video evidence or feedback from a colleague or more senior coach. One of the issues with human centered soft skills is that they aren’t as easy to isolate and measure compared to writing down a lesson plan with specific content and measuring deliverables.

Even if they are measured by another coach, they may be perceived differently than if you were to look in the mirror and look at video evidence of yourself coaching, this is partly due to self awareness and recognition of the importance of these skills. It is very easy to point the finger at wrong content delivered rather than style of delivery.

1. Energy

How much energy do you put into your set up? How much planning has gone into ensuring that the session is bespoke for the emotional capabilities of your group?

How is your engagement with other coaches, is it a cohesive environment where you can share stories and examples to feel confident in your decision making in executing a fantastic lesson.

Do you know as a coach where in each session you need to give the energy and where you need to be calm to focus the players to maximize their learning potential.

Do you know how to manage your energy and not burn out as a coach, ensuring that your sessions are consistently the highest

standards of delivery.

2. Emotional Intelligence

Are you as a coach aware of your strengths and weaknesses in actually working with people? If in 80% of your week you are working with small groups and then that one time you have 6-8 players of different listening capabilities, you most likely won't have the consistency in your regular schedule to work on your soft skills and the session will most probably be reactive.

The session will most likely feel hard but this doesn't mean that you're not a great coach for not adapting well, it means that you haven't been exposed to that kind of environment and therefore will struggle to adapt. It is one thing to have great social skills, but are you able to engage with players that don't have any social skills? It is a very different skill to recognise and find ways for the communication to improve to enhance their learning experience.

Have a think in your tennis program, how much time do your senior coaches spend on court with the younger junior players? If the answer is zero then it might be good to see why.

3. Efficiency

Instead of focusing on executing technical and hard skills, how much are you listening to the junior players' needs? How much can you read how the players are actually enjoying the session you are delivering? How efficient are they executing their technical, tactical and physical capabilities on the tennis court whilst regulating emotions and levels of focus?

Efficiency and identifying the important factors in the deliverability of any service is key. For example, think about when you buy a plane ticket and go to the airport to take the plane. You are supported through the airport process, and when you sit down on the plane you are greeted by the crew staff. You then take off and have entertainment if needed and then you get off the other side. There are so many elements to the process that can affect the QUALITY of the service; most people will remember how someone made them feel on a flight (whether it's the airline/airport staff or someone they met on the plane).

Think of tennis in the same way, as an opportunity to create a positive and memorable experience. Learning the many skills needed to play tennis can only happen in this positive learning "space."

4. Empathy

This is a skill that all coaches working with junior players should highlight as an area to

focus on for awareness and development.

It's the ability to understand the needs and the viewpoints that come with working with junior players. Language is key, using words relevant to their development in schools and keeping demonstrations simple and engaging is key to keeping them interested.

Bringing empathy into your coaching means you have to step back and listen more to your players. This doesn't mean crossing your arms and watching the players and their reactions from the side of the court, it means being aware when you are coaching whether you need to ADAPT or CHANGE your soft skills to meet the needs of your players.

Tennis is a sport that requires more empathy than other sports, especially compared to team sports. In soccer for example; if an individual makes an error the likelihood is that a teammate will react and potentially solve the problem you created. Your team will share the responsibility of your error, tennis you are the one out there swinging the racket alone.

Tennis being an individual sport brings pressure, it brings success but also tests perseverance and focus. As a coach how much are you empathizing and understanding the nature of your players' needs? Do they need to be doing team based activities as they are emotionally not at a stage to do other tasks? Read WHO is in front of you.



HYBRID OF HARD AND SOFT SKILLS:

1. Adaptability

As a coach working with junior players, adaptability and understanding of both hard and soft skill sets are key to success and enjoyment of the sessions for your players. This itself is a hard skill as it requires knowing WHEN to effectively change the level that you are interacting with your players and maybe also change the delivery content, or maybe you just need to change one element.

I see a lot of coaches trying to teach a lesson that was actually appropriate for the age group and it wasn't successful, not because it was the wrong level, it was because it was poorly demonstrated and explained,

therefore leading to poor understanding and engagement from the players.

2. Creativity

Being creative allows the 'fun' element to come onto the court, this is not just learning hard skills and taking in some existing content for lesson plans, this is actually learning being aware of your soft skill capabilities, areas to work on and tweaking the content and delivery style as a result of this. Being creative could mean letting the players create their own scoring methods or systems or empowering them to help in the session, even from a very young age they will feel more valued and invested in on the tennis court.

FINALLY THE IMPORTANCE OF 'EFFORT'

Being a great junior coach isn't all about being loud all of the time and throwing a million different games at players, we sometimes measure effort in how much someone is physically moving or resilient, but the effort of a junior coach that is aware of their soft skills lies in the brain & reading their environment.

A great junior coach is self aware, they show empathy and can recognise levels of emotional intelligence in the group. The effort that goes into looking into soft skills takes time and consistency to realize where you are strong as a coach and where you can improve.

Across the world there will be a matrix of variables in terms of countries, different cultures, climates and teaching styles that will affect this. But one thing for sure is that you can only make changes when you are 'aware', it is very easy to disguise the real area of development of soft skills and just change the content.

I would recommend keeping a notebook or diary and when evaluating lesson plan delivery, focus on your growth of soft skills and how they are interlinking with the hard skills that need to be taught in tennis.

Players and coaches- good luck on the court!



Emma Wells is the head of PTR UK and the owner of Emma Wells Tennis. Specializing in junior engagement, she is an LTA Accredited+ Coach, PTR coach, L2 Cardio Tennis, & Level 3 Personal Trainer as well an LTA Primary Schools Tutor.

RESUME

RESUME

RESUME

Position Name
Company Name
01/2017-01/2019
City, Country

WORK EXPERIENCE

- Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu
- Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia dese
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Position
Company
05/2013-02/2015
City, Country

EDUCATION

Name of University
09/2013-02/2015
City, Country

LANGUAGES

English
German

EDUCATION

Name of University
09/2013-02/2015
City, Country

CREATING A RESUME THAT WORKS

by Len Simard and Jonathan Sarosiek

THE MOST TRUSTED NAME IN EXECUTIVE SEARCH AND CONSULTING

Competition for top jobs in the racquets industry is tight, and organization and structure are crucial for job seekers! The number one goal of a resume is to get an interview, which means a resume should be used as a marketing tool. If your resume is not easy to navigate and does not get to the point quickly, it will end up at the bottom of the pile. The reader should not have to dig through your resume to find out who you are. In all of the resumes that employers and search firms review, how do you get yours to stand out?

Here are some quick keys to success:

ASSUME THE READER KNOWS NOTHING ABOUT YOU:

Include a brief summary or objective at the top of your resume that highlights your relevant skills and experiences.

Use clear and specific language throughout your resume to ensure that your qualifications and achievements are easily understood. Include any relevant education or certifications that you have earned, along with any relevant coursework or training.

A RESUME DOES NOT NEED TO BE 1 PAGE

Tailor your resume to the specific job or industry you are applying for, and include only the most relevant information.

Use bullet points and clear headings to make your resume easy to read and skim. Don't be afraid to add an additional page if necessary to fully showcase your qualifications.

NEVER ADD A PICTURE OF YOURSELF

Employers are not allowed to make hiring decisions based on a candidate's appearance, so including a picture of yourself could be seen as irrelevant or even discriminatory.

Instead, focus on highlighting your relevant skills and experiences in your resume.

ADD HYPERLINKS TO YOUR CLUB'S WEBSITE

Include links to any relevant websites, such as your club's website or your LinkedIn profile if you have one.

This will give the employer an easy way to learn more about your work and your qualifications.

QUANTIFY YOUR ACCOMPLISHMENTS:

Use specific numbers and figures to demonstrate the impact of your work, such as "Increased participation by ____" and "Added ____ # of events" and "Oversaw a CAPEX budget of ____"

This will give the employer a clear understanding of the scale and scope of your accomplishments, and make your qualifications stand out.

ADDITIONALLY...

Another common mistake people make in the resume writing process is the order in which they organize the different sections of the resume.

ORDER OF OPERATIONS OF A RESUME

Personal Info

- Name, address, contact information

Executive Profile

- Summary of professional statement
- Core competencies – listing

Professional Experience

- Start with current or most recent position
- List position start and end date (and month)
- List core responsibilities and quantifiable information

Education

Could also go ahead of "Professional Experience"

Awards & Achievements

Could also have "Volunteer Experience"

An important question to ask yourself: By quickly looking over the resume, can the reader clearly see how you can add value to their organization?

If you make it easy for the hiring manager to read your resume, your resume will stand out, most likely improving your chances to receive a call for an interview!



PTR Professional and USTA Master Professional, Len Simard is a Racquet Sports, Fitness and GM/COO Search Executive for the Nation's largest hospitality recruiting and consulting firm of KOPPLIN, KUEBLER & WALLACE. Len has been placing Racquet's professionals in the industry for more than a decade and is considered one of the Country's leading recruiter/consultants. Len continues to provide education and guidance to the private club world through comprehensive facility assessments, committee retreats, compensation evaluations and aiding in senior level placements to club president's and COO's nationwide. Len has performed more than 100 executive searches in the hospitality world. KK&W is the official partner of the PTR and provides all career services to their membership.



Sarosiek is certified by the PTR, PPR, PPTR, one of only 200 professionals that are certified in three (3) racquet sports. Sarosiek is also certified as an Elite Professional by the USPTA and works as a search executive and consultant within the racquet sports industry with Simard Enterprises. Additionally, Sarosiek currently serves as the Head Racquet Sports Professional at Farmington Country Club, in Charlottesville, Virginia.



PPR Certification Workshops

Partial List - For up to date information visit www.pprpickleball.org

<i>February 25</i>	Orem, UT
<i>February 26</i>	Pinehurst, NC
<i>March 4</i>	Las Vegas, NV
<i>March 4</i>	Charlottesville, VA
<i>March 5</i>	White Sulphur Springs, WV
<i>March 6</i>	St. Louis, MO
<i>March 15</i>	Weston, FL
<i>March 19</i>	Dallas, TX
<i>March 24</i>	Boston, MA
<i>March 25</i>	Louisville, KY
<i>March 26</i>	Austin, TX
<i>March 31</i>	Greenwich, CT
<i>April 2</i>	Boston, MA
<i>April 2</i>	Holland, MI
<i>April 16</i>	Greenwich, CT
<i>April 16</i>	Bedminster, NJ
<i>April 17</i>	Palm Desert, CA
<i>April 28</i>	Denver, CO
<i>May 6</i>	Lakewood Ranch, FL
<i>May 7</i>	Fargo, ND
<i>May 13</i>	Tampa, FL
<i>May 13</i>	Norwalk, CT
<i>May 20</i>	Columbia, SC
<i>May 21</i>	Buffalo, NY
<i>May 26</i>	Orlando, FL
<i>June 3</i>	Simi Valley, CA
<i>June 18</i>	Yakima, WA
<i>June 19</i>	Philadelphia, PA

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ABOUT MY TENNIS JOURNEY

with Maria Lopez

My name is Maria Lopez, and I am a proud PTR member.

At the age of 8, I attended a summer camp in the countryside in Venezuela. Tennis was one of the sports being taught, which is where I was introduced to it. Immediately I fell in love with it, told my parents I wanted to continue playing after the camp finished, and it has been a part of my life ever since.

Soon I found myself playing tennis every day and crafting my game. Eventually I became the number 1 player in Venezuela, and I was lucky to represent my country at numerous events during my junior career.

In 2010 I became a PTR member; an organization for which I am extremely grateful to be a part of! Being a member has played a great deal of importance in my education as a coach and also helped me grow my relationships with my colleagues in the industry. It led me to learn about the PTR WTA Coach Inclusion Program, of which I recently graduated from, and gave me an opportunity to speak at the PTRW event held in IMG.

“As a WCA graduate, there are no words to describe the feeling, the shaping and the learning you will go through as part of this program.”

Attending the PTR Symposium is one of my favorite events of the year.

Beyond coaching, I am the Director of Member Experience, Engagement

and Inclusion for a non-profit organization called WeCOACH. When I learned of their mission to recruit, advance, and retain women coaches in all sports and levels through year-round professional growth & leadership development programs, I knew I had to become involved. It aligns with my passions for tennis, women’s sports, and inclusive environments. I feel that my role as a coach combined with a sense of responsibility to see change and impact other women coaches is what makes me have purpose each day; and for that, I am grateful.

Prior to my current role at WeCOACH I spent 4 years at Boise State going from assistant tennis head coach to associate head women’s tennis coach, and ending my career there as the women’s tennis interim head coach. While there, some of my coaching achievements were earning the women’s tennis highest GPA record (3.94), 6 student-athletes were named to the WMC All-Academic team, 18 student-athletes earned all-MWC honors, I won an ITA regional community service award (twice!), and I set the school record for most MWC “Player of the Week” awards.

I’ve had quite the career so far, and I know it is just beginning.





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ATLANTA TENNIS PRO TAKES GOAL SETTING TO NEW HEIGHTS

by Kim Bastable

80 tennis players made a trek to the top of Africa last week, thanks to their tennis pro Paul McGowan. It wasn't a story he told for inspiration, either. It was a real-life adventure. Paul slept in tents and braved the chilling cold to make it to the top of Mt Kilimanjaro – where he pulled out a laminated sign, signed by 80 of his players from the YMCA of Buckhead in Atlanta where he is the Head Pro of Junior Tennis.

This wasn't the first time that Paul has bonded with his players over his love of expeditions or his goal-setting and discipline. He trekked to the base of Mt Everest last March, and shared that with his players in a full slideshow when he returned to inspire them set goals and go after them.

His best advice? "Purge your mind of negative thoughts, and will yourself to take the next step... and then the next... no matter how high or difficult it might be."

And it was difficult – both times. He said his legs felt like mush but he simply pushed on, taking one step at a time, when he, literally, felt he could not.

The Everest trek was something he'd been talking about for 20 years, but he never took action. Then he booked a trip and made a plan because he says, "if you want to do it, you have to make a plan to get there. Talking about it isn't enough." To prepare, he spent hours of brushing and prepping clay courts wearing a 32-lb vest – plus hours on a stair stepper. He trekked for 12 days and rose 9000 feet of elevation with sherpas and yaks to the base of Mt. Everest. He eventually reached an elevation of 18,500 feet, hiking a total of 80 miles, celebrating the completion of each day with a Snickers bar

When he was done, he set a new goal. This time it was to climb to the highest point in Africa: Mt. Kilimanjaro.





“If you want to do it, you have to make a plan to get there. Talking about it isn’t enough.”



According to McGowan, the key to success is to never stop striving for achievement. This means making a plan and putting in the hard work to achieve goals, rather than just talking about them. In the business world, he said it’s all too common for managers to rise to a level above their competence, leading to poor leadership and struggling companies. People get promoted, but they don’t keep learning.

certified tennis pro, he had full careers as a NASA engineer and as a patent lawyer. Now, with his wide career background and a passion to learn, he is a strong tennis industry leader AND a goal-setter.

Learning and achieving are just in his blood.

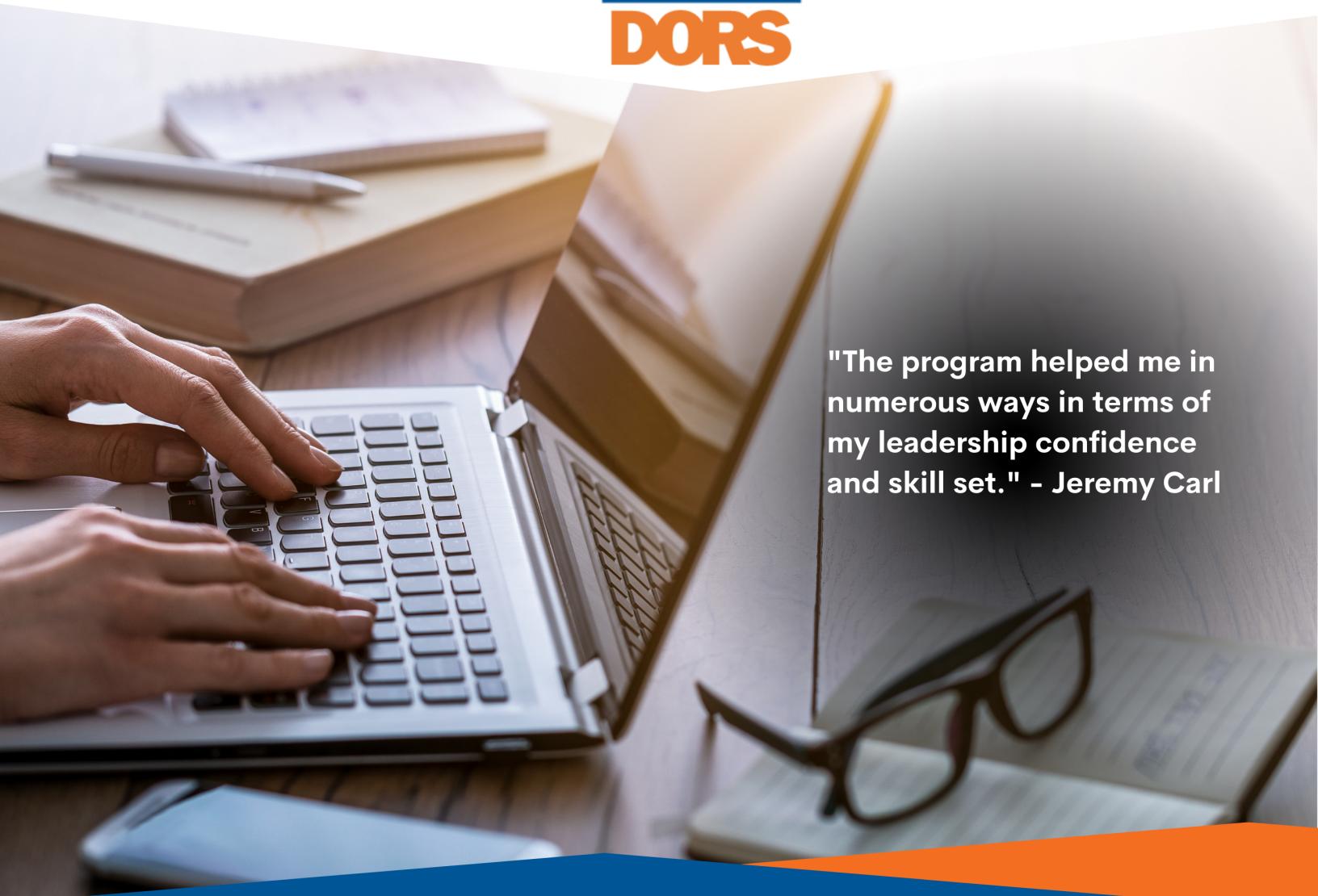


Although Paul isn’t sure he’ll ever be a Director of Tennis, his love of the game and his love of always improving, led him to the UF Director of Racquet Sports Certification Course. He was one of the first people to complete the self-paced course that covers the business of running a club.

Since most pros don’t climb mountains on the side, he isn’t your typical tennis pro. But he’s also atypical in another way – tennis is his 3rd career. Before tennis and before becoming a



Kim Bastable is the instructor of the Director of Racquet Sports Certificate Course and the Director of Professional Tennis Management at the University of Florida. She earned her NCAA All-American Honors as a Gator player and earned her B.S in Finance in the early 1980s. For 35 years she has been leading players and programs from 10U to high performance at many clubs and levels.



"The program helped me in numerous ways in terms of my leadership confidence and skill set." - Jeremy Carl

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Recent UF-DORS Graduates

TYLER DELANEY

Tyler is the **Director of Tennis** at **Junior Tennis Champions Center** in **College Park, MD**.

"I truly enjoyed the process of completing the Director of Racquet Sports certification. I have progressed my way in the industry by learning from previous employees and mentors to now becoming a Director of Tennis. This course has helped me to understand what I can do to improve my current role and even helped me come up with new ideas! I am excited to take all that I have learned and apply it to help grow myself as a professional and the game of tennis."

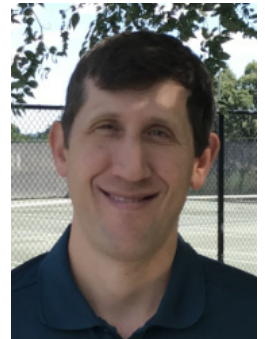


JEREMY CARL

Jeremy is the **Tennis Professional and Pickleball Director** at **Belle Haven Country Club** in **Alexandria, VA**.

Jeremy is a 2022 certificate grad. He was so inspired by the content and by learning at UF, that he enrolled in the Online Masters in Sport Management with a Director of Racquet Sports Specialization at the University of Florida. He has co-authored 2 books.

"Great interviews, lectures, and also presentations throughout the entire course."



PAUL MCGOWAN

Paul is the **Head Pro - Juniors** at **Buckhead YMCA** in **Atlanta, GA**.

"This course is, in one word, tremendous. It is an entirely self-paced course, with a format that is accommodating to a busy schedule and that wisely utilizes user-friendly technology. The course materials are packed with useful and timely information, coupled with well-planned lectures and informative videos and interviews of industry experts. The instructors are professional, personable, entertaining, knowledgeable, helpful, respectful, and, best of all, responsive to student needs and questions. They really do care that we learn the material and that the material is worth learning! The networking opportunities with fellow professionals are plentiful and professionally enhancing. I highly recommend this course!"

SCHOLARSHIP OPPORTUNITY! READ BELOW!

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In recognition of the 2023 PTR East Coast Symposium, UF is granting one PTR Level 2 member who wants to become a PTR Certified Director of Racquet Sports with a \$500 scholarship.

Applications must be received by 2/28/2023 to be eligible for the scholarship. ONE winner for the scholarship will be randomly selected from qualified applicants by 3/5/2023.



SCAN ME



TEACHING HAPPINESS BEYOND ACCOMPLISHMENT

by Frank Giampaolo



At the heart of a tennis coach's job description is to teach happiness. Happier athletes are more likely to play longer, develop deeper skill sets and perform more freely.

Neuroscientists report that just hearing another person laugh triggers mirror neurons in the brain—these mirror neurons insight laughter. Interestingly, to date, Harvard University's most popular class is a happiness course taught by Dr. Tal Ben-Shahar.

A coach's guidance greatly influences an athlete's success, especially through modeling. Parents know that children do what you do and not necessarily what you say. So, if you want to nurture happier athletes, the first step is to show happiness. Focus on the positive and avoid stressing the negative. Your happiness or disappointment affects your athlete tremendously. Joy and laughter are contagious, so laugh with your athletes daily.

There is a misunderstanding amongst athletes; they tend to think happiness is a level of accomplishment. In actuality, happiness is a state of being. Accomplished athletes understand that happiness is not a constant, sustained state of feeling great 24 hours a day.

This level of happiness is measured as happiness tolerance. People can step outside those limits periodically but have trouble staying within them for the long term. Most subconsciously prefer the comfort of their old pessimistic mindset verse the discomfort of changing towards a better optimistic approach.

Having to wait until one wins to feel happy is a disastrous habit. For example, in a typical 64 draw weekend tennis event, every round, half the athletes lose and only 1 of 64 wins the tournament. So if your athletes are only happy with perfect results, they'll suffer needlessly, and that is no way to thrive.

Remind your athletes that winning isn't the way to happiness; happiness is the way to winning. Enjoying the process of improving weekly is the answer. As the mentor, take action and use tournament play as a learning tool. Ask your athletes to list three skills they believe they performed well and congratulate them. Then ask them to list three skills they need to improve. Then go to work on tweaking those improvements. Celebrate even the smallest successes and enjoy the ride.

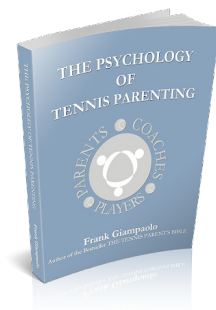
Excerpt from: *The Psychology of Tennis Parenting*, Amazon or maximizingtennispotential.com

Bestselling author Frank Giampaolo wrote *The Psychology of Tennis Parenting* to provide the athlete, parent, and coach with an indispensable road map to maximizing the athlete's potential at a quicker rate.

The Psychology of Tennis Parenting is the successor of *The Tennis Parent's Bible* (Volume 1 & 2). Frank offers profound insights into the most critical and challenging issues in developing champions. This book is a must-read for any coach, athlete, or parent interested in significantly improving the game's software (mental/emotional) components.



Frank Giampaolo is a 30-year sports education veteran, who founded The Tennis Parents Workshops, and conducts workshops worldwide. His innovative approach as made him a worldwide leader in athlete-parent education. Frank's commitment to coaching excellence helped develop approximately 100 National Champions, hundreds of NCAA athletes, numerous NCAA All-Americans and several professional athletes. Frank is Vice Chair of the USTA/SCTA Coaches Commission. Frank is a popular speaker, sports educator, and instructional writer. He wrote Championship Tennis, The Tennis Parent's Bible 2nd Edition, Raising Athletic Royalty and The Mental Emotional Workbook Series.



Maximizingtennispotential.com

Values, Standards & Traditions

by Jim Harp

What happens when a coach has a corrupt system, and a player lacks a concrete value system and standards? No one is reaching their full potential. It doesn't matter if the coach delivers solid information and has amazing knowledge or if the player has incredible talent and wins matches at various levels: potential will be stunted. This is a scenario you are likely familiar with, as it is the norm in many places and a bitter challenge for the academy model. At Harp Performance Tennis, we made it a goal to change this by building a foundation on values, standards, and traditions.

VALUES

Values reflect your intent and direct your priorities in life. They are the principles and beliefs that guide the actions and decisions of individuals, teams and businesses. They serve as a foundation for creating a positive and productive culture and when they are missing or not adhered to, it can create an opposite culture. By fostering a culture of values, players are more likely to be motivated, disciplined and work together, which ultimately leads to growth. Some of the values we encourage from our players are finding the reward in fighting your hardest, wanting to learn, and treating others with respect. In addition to this, we've found that succeeding is temporary if not driven by values and standard.





STANDARDS

Often, the words “standards” and “rules” can be confused. Rules must be followed... or else. They are arbitrary and subjective. Standards, on the other hand, are something you live by because they are supported by your personal beliefs and habits. One of the most observable standards for our players at Harp Performance Tennis is that players must be lifetime learners and never stop looking for answers. Some standards are obvious such as, “always introduce yourself to someone you don’t know at the court” and “racquet bags are arranged neatly at the clubhouse,” and “respect every player no matter the level.” Other standards, such as manners, are simply understood without having to say them.

TRADITIONS

Traditions can help support those values and standards. Whether it is the act of retiring a jersey, or a name engraved forever on a locker, traditions create a legacy and heritage of a program. They are a nod to history and therefore tradition as well. At Harp Performance Tennis, one of my favorite traditions has to do with a 10’ wooden puzzle I call a “hub.” Each puzzle piece has the name of a graduating junior player engraved on it. A hole is drilled into the piece and made into a keychain. At graduation, they receive the keychains, and we keep the hub here. This symbolizes their fitting into our program forever.

Values lead to standards and standards can be enhanced with traditions. By not compromising our system, at Harp Performance Tennis we have tried to create a quality training environment. Our job as performance coaches is to nurture the complex pathway needed to exceed all expectations in a sport full of intangibles. If done correctly it can create a visible and measurable template for athletic and personal success. Everyone is worthy of reaching their full potential; be a positive player in the game, not one who destroys it.



One of the most observable standards for our players are Harp Performance Tennis is that players must be lifetime learners and never stop looking for answers.



A PTR Master Professional in Performance Jim is the owner of The Harp Performance Tennis Academy in Atlanta Ga since 2004. Additionally he holds certifications as a USTA High Performance Coach, an ITPA CTPS, a USPTA Elite Professional and works as a clinician for the PTR. Jim was a NJCAA All American singles and doubles player for Perimeter College finishing that season as a top 25 ranked junior college player on The Perimeter College team that finished #3 during the 1994 National Championships.



8 STRATEGIES FOR AN ADAPTIVE TENNIS PROGRAM

By Richard Spurling



Tennis lends to player-centered lessons while allowing players to be met at their skill level.



As we wrap up the first month of the new year, all of us at ACEing Autism are excited about providing more tennis access for children with autism. Our team is inspired by the increasing representation of adaptive tennis for people of all abilities. As fans and ambassadors of the sport, it is our responsibility to speak on the importance of growing the game to be inclusive to everyone - and there is no better time to join this growing movement.

ACEing Autism is celebrating its 15th year of serving the autism community with adaptive tennis programs. At the time of writing this, we have over 100 programs in 30+ states across the country. A question we often get is:

WHY TENNIS AND AUTISM?

It's important for all children to participate in physical activity, and those with autism tend to live more sedentary lifestyles. Tennis lends to player-centered lessons while allowing players to be met at their skill level. It's a social sport, which leads to opportunities for players to work cooperatively with each other and make friends, a particularly important skill for children with autism. We'd like to offer you some strategies to help you develop a successful adaptive tennis program.

1. ONE

It starts with the environment. Aim to create an environment that is happy, relaxed, and engaged. This is when individuals learn best. During this time, introduce new skills and challenges with lots of repetitions.

2. TWO

Visual supports can be so helpful! They have a variety of benefits: they're easier to interpret than spoken language, it provides a more concrete

frame for the tennis lesson, as well as using it regularly may help reduce anxiety around transitions between activities.

3. THREE

Break down activities into smaller tasks so players can learn skills in smaller, more manageable increments.

4. FOUR

Give your players lots of opportunities to make choices. Choice-making is a skill we all use daily. With your athletes, it will promote independence while also giving them a sense of control over their environment.

5. FIVE

A lot of children with autism are visual learners, therefore modeling a volley or groundstroke from their side of the court is much more effective than using words. If the child still requires more help to learn the stroke, then we suggest hand-over-hand assistance.

6. SIX

Using a smaller and lighter racquet with low pressure balls is also advised. Many children with autism have slower motor development and using a racquet one size smaller than is recommended (ie. a 23" instead of a 25" or a 21" instead of a 23" is suggested)

7. SEVEN

With so many people and things moving on a tennis court, a child with autism is easily distracted. When you are feeding a tennis ball to your student, try and limit the number of moving things in their periphery so that they can focus their attention on the ball. Make sure they are looking at the ball when you toss the ball to them and count out loud "1-2-3 hit" to help



your student with timing. Loud sounds can also be a distraction, so finding a quiet court or area to conduct your lesson is advised.

8. EIGHT

Get to know your players! The core of adaptive tennis is meeting everyone where they are at. You'll need to match your instruction and spoken language to their ability. You will come to know their likes and dislikes, and use that to motivate your students and make tennis lessons fun!

It's a very exciting time for adaptive tennis. I strongly encourage you to join us, and inspire others to bring adaptive tennis to your club. Demonstrating the importance of

inclusion in our sport, and society at large, is very important and a great way to share the game we love with people of all abilities. If you know anyone with autism who would like more information about ACEing Autism please visit www.aceingautism.org



Richard Spurling achieved a degree in International Business from Florida Atlantic University, where he played Division I tennis. After graduation, Richard continued to pursue a career in the tennis industry, teaching tennis and managing several high-profile tennis programs in Florida and Massachusetts



WHEN PRACTICE GETS A LITTLE TOO STALE...

ADD CHAOS!

by Mitch Case

The Double “I” Formation

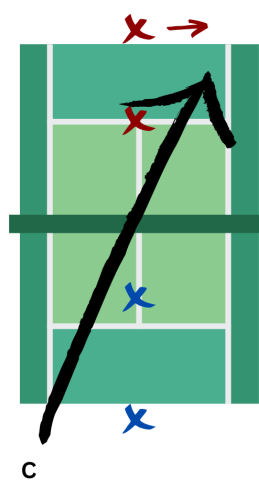
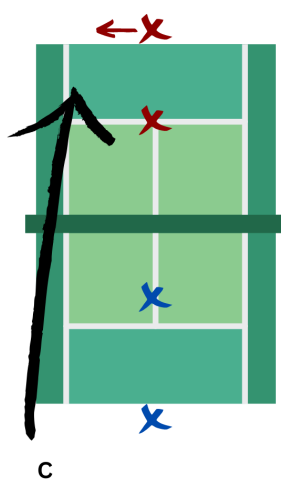
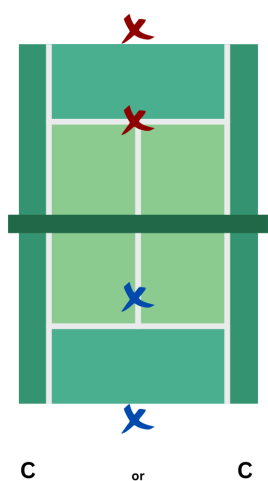
We’ve been using what we call “Chaos” drills and/or games to create a wider variety of situations for our players, primarily to generate better awareness in the moment, but also to deal with less predictability from opponents. Here’s something we’ve been using:

The Double “I” Formation

Opposing doubles teams start in the Double “I” Formation: All 4 players line up in the center of the court (1 up, 1 back)

The baseline player on the receiving team must play the feed and the remaining players (partner, and both opponents) can position for the next ball however they like (ideally, in a way that they think is optimal for the situation) and the point is played out.

This can be practiced as a drill (no scoring), or as a game (add scoring). If using this formation in a game, don’t be afraid to tweak the scoring system to incentivize specific choices, or to create even more chaos/pressure.



Remember, use games to keep your practices fresh and fun!
Let us know how you might modify these rules to take it to a new level!



Mitch is the Director of Tennis at Woodridge Lake in Goshen, CT. Mitch wears many hats as he is also a Staff Pro at Farmington Valley Racquet Club; Head Coach of the Northwestern Regional 7 High School Boys Tennis Team; a Coach Developer for the PTR; a certification tester for the USRSA; and a member of Tennis Magazine’s Playtester Panel.

Mitch achieved his Master of Tennis in Junior Development from the PTR in 2020, and is a certified iTPA Tennis Performance Trainer and Kovacs Institute cer-

International Member

HUNGARY



PTR Int'l Master Pro Dr. Louie Cap conducted PTR Adult Development Certification workshop in Budapest, Hungary Nov.4-6, 2022. The workshop was held at Hungarian National Tennis Training Center and was organized by Sandor Papp and the Hungarian Tennis Federation.

NEPAL



Adult Development Certification Workshop in Kathmandu, Nepal. Conducted by Iñaki Balzola, PTR International Director. Organized by Arpan Trivedi and Shrawan Karki.

News



INDIA



Adult Development Certification Workshop in Kathmandu, Nepal. Conducted by Iñaki Balzola, PTR International Director. Organized by Arpan Trivedi and Shrawan Karki.



International Member

SPAIN



Curso Junior (11-17 years old) was taught by PTR Spain Coach Developer Lolo Pastrana in Las Palmas- Conde Jackson.



Curso Junior (11-17 years old) was taught by PTR Spain Coach Developer Lolo Pastrana in Toledo-Illescas Sport Ct.

News



Curso Tennis 10 & Under was taught by PTR Spain Coach Developer Lolo Pastrana in Madrid - Atlantenis - CT Charmarti.



Curso Tennis 10 & Under was taught by PTR Spain Coach Developer Lolo Pastrana in Melilla - Federacion Melillense de Tenis.

International Member

POLAND



PTR Master Pro and Hall of Famer Dr. Louie Cap conducted U10 Certification workshop in Szczecin, Poland. The workshop was held at a new, very modern Fabryka Energii and was organized by Marcin Maciocha.



Louie also conducted a successful Memorable Drills Specialty workshop. Special thanks to Irek and Basia Maciocha for their wonderful translations and demonstrations.

News

SINGAPORE



The PTR is very happy to welcome new 10 coaches on board the PTR family after they completed a 10 & Under Level 1 Certification Workshop conducted by PTR Clinician and PTR SE Asia Provider, Gary Tan. The workshop was held at the beautiful NTU@One-North facility located in the heart of in Singapore's vibrant research and business park that houses well-known leading companies from sectors such as biomedical sciences, info-communications technology and media, as well as science & research institutes. The workshop featured 3 young coaches and former top juniors (18 and below) who are seeking to join the tennis teaching ranks in Singapore. Special appreciation to Mr. XT Tan, a PTR member who made this facility available for the 3 day workshop.

SLOVAKIA



PTR Master Pro and Hall of Famer Dr. Louie Cap conducted PTR Performance Certification workshop in Madunice, Slovakia.

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