

Contact Point™

Where USPTA meets the club industry



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Help for club managers — from hiring to insurance

While USPTA is a member organization for tennis-teaching professionals, some of its programs are designed to benefit the club manager. Because most USPTA members work at country clubs and racquet or athletic clubs, facility managers receive tangible and intangible benefits — from the Find-a-Pro job listing service and insurance to the certification and education programs that set USPTA members apart.

Employment assistance

Hiring a tennis professional is easier with USPTA's popular Find-a-Pro online job listing service. Through Find-a-Pro, employers can list tennis-related job openings at uspta.com with an easy-to-use system that allows entry of information specific to an available job. Only USPTA-certified members receive access to the job listings. To post jobs, go to uspta.com or usptafindapro.com



Also available free at uspta.com is the book "Hiring a Tennis Professional in 10 Steps," which details the best practices for hiring professionals and includes worksheets and sample letters. To request a free hard copy, call (713) 978-7782.

Insurance

On-court liability insurance for non-USPTA teaching assistants costs as little as \$75.

All USPTA members have a \$9 million on-court liability insurance policy, the largest in the industry.

An additional insured program allows USPTA members to insure their nonmember teaching assistants for \$75 (for Professional members) or \$150 (for Developmental Coaches) each. A similar program is available for USPTA corporate members to sponsor non-USPTA tennis teachers as additional insureds. To inquire, call (713) 978-7782.

Certification — what it means when you hire

USPTA has a tiered rating system that helps professionals demonstrate their knowledge and employers determine which job a prospective employee is most qualified to hold. The system is based on results from the comprehensive Certification Exam.

Master Professionals have achieved USPTA's highest tested rating of Professional 1, plus made remarkable achievements in areas such as teaching, playing, industry service and education. They make up less than 1 percent of USPTA's membership, and should be capable of high-level job requirements.

Professional 1 members commonly are considered for director of tennis or head tennis professional positions. They should be able to develop lesson programs, manage pro shop operations and the tennis facility, and direct activities. A Professional 1 also should be able to handle employee relations tasks such as hiring, developing budgets, directing communications and serving as an integral part of the professional management team.

Professional 2 members may be better suited for the positions of head tennis professional or associate or assistant professional. They should be able to organize and implement most tennis programs, assist with and develop competitive players, and assist with and/or direct pro shop management and facility maintenance.

Professional 3 members may be associate, assistant or part-time tennis professionals, able to conduct private lessons and assist with group lessons.

USPTA also certifies **Wheelchair Tennis Professionals**.

There is a separate membership category for **Developmental Coaches**, part-time tennis teachers who may assist a full-time professional with programs including camps and grassroots events. These members do not take the comprehensive Certification Exam for a Professional rating.

For more information, visit uspta.com, write to uspta@uspta.org or call (713) 978-7782.

Are your tennis members this happy?



They should be smiling, and so should you. Be sure your tennis program creates happy, loyal members – and a positive bottom line – with top-notch leadership, programming and service.



Hire USPTA-certified Professionals!

Plus, here are a few USPTA benefits just for you:

- Post job openings free using Find-a-Pro at uspta.com or usptafindapro.com.
- Get tips from “Hiring a Tennis Professional,” also in Find-a-Pro.
- Buy affordable on-court liability insurance for nonmember assistants.

uspta.com | (800) uspta-4-u | usptafindapro.com