

# PING Junior Interclub

## Frequently Asked Questions



A guide for potential PING Junior Interclub coaches and teams



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## What is the PING Junior Interclub (PJI)?

In 2008, the PING Junior Interclub (PJI) was launched as the flagship program for Junior Golf University (JGU), a 501 (c)(3) non-profit organization. The PJI creates an atmosphere where boys and girls can experience golf as a team; learning, growing and competing together. While golf is primarily an individual sport, the interclub concept allows junior golfers to develop team-based skills inherent in other sports.

A team can be single-gendered or coed, consisting of five to eight junior golfers, ages 12-18.

Teams are formed by private, public and resort-style golf facilities. JGU also sponsors teams formed by local First Tee chapters and military installation golf facilities.

## Who can participate in the PING Junior Interclub?

- Boys and girls
- Ages 12-18
  - Players at least 12 years of age on the first event of the season
  - Players not over the age of 18 on the first event of the season
- All high school students are eligible
- No participant can have completed high school and/or be enrolled in a college or university
- Selecting team members is at the discretion of the host course
  - Players can be members of the participating course, juniors taught by course instructors, or members of a local high school golf team

## How much does it cost to participate?

The registration fee per team is \$500, plus a foursome of golf donated by your golf course. Donated rounds are used for fundraising, or to thank PJI volunteers. This allows us to keep the registration fee low and provide great player participation packages, prizes and awards.

Opportunities to reduce the registration fee are outlined below and are based on the number of teams per season:

If a PJI season has 10 or fewer teams: \$500 per team + 1 foursome of golf donated by your course

If a PJI season has 15 or fewer teams: \$500 per team + 1 foursome of golf donated by your course

If a PJI season has 20-30 teams: \$500 per team + 1 foursome of golf donated by your course

- The registration fee will be waived if a course is willing and selected to host the two-day State Championship
- 1 foursome of golf donated by your course is required

If a PJI season has 35 or more teams: \$500 per team + 1 foursome of golf donated by your course

- Courses willing to host an 18-hole Regional tournament will save \$250 (50%) off the \$500 registration fee
- The registration fee will be waived if a course is willing and selected to host the two-day State Championship
- 1 foursome of golf donated by your course is required

## Who are the sponsors?

The PJI is nationally sponsored by PING® and is headquartered in Phoenix, Ariz. Additional sponsors include, Under Armour®, Aldila®, New Era®, ECCO®, Skullcandy®, Golfweek® and CMC Golf.



## How do I sign up?

Registration for the PING Junior Interclub is handled online in five easy steps. You will be given a registration code via email, allowing you access to our online team registration page.

1. Visit [www.juniorgolfuniversity.org](http://www.juniorgolfuniversity.org) and click on the “Coaches” tab.
2. Click on “Please Register,” select “Yes I DO have a registration code,” and enter the code sent to you via email.
3. Then, on the following screen, confirm the prepopulated course contact information.
4. Select “Add Team” on the following screen and choose three potential tournament host dates.
5. Finally, answer the question on the following screen and click “Confirm”.

## What do I do after I commit to participate?

After you register your team, you will need to begin recruiting team members. The case studies table (page 7) provides examples of how PJI coaches have managed teams in the past.

Also, you will need to start determining what team-specific clothing you may provide (hats, shirts, etc.) and place any necessary orders.

We will continue to communicate pertinent information and will be available to assist with anything you need to ensure a successful PJI season.

## How is the regular season formatted?

As a member of the PJI, your team will compete in five regular-season tournaments within an eight to ten-week period. Four 18-hole tournaments will be played on courses within a predetermined Division. The fifth tournament will be considered a “home” tournament. Participating courses are asked to waive the green fees for their home tournament.

Points are calculated using the PJI scoring system and are based on each player’s stroke play total.

After each course hosts a tournament, the top point-earning team(s) and individual(s) advance to post-season competition (if applicable).



### How are the tournaments formatted?

- 18-hole stroke play tournaments
- Maximum of 25 players per tournament (Five per team)
- Double par maximum score enforced on every hole
- Every player's score counts toward a team point total
- 725 total points allocated based on players' scores
- PJI points are calculated automatically by entering scores on the JGU website
- Season totals and Divisional standings automatically updated and posted on the JGU website
- Course yardages vary based on age and gender, creating an equal playing field

PJI Scoring Chart			
1 <sup>st</sup> Place	75 pts.	14 <sup>th</sup> Place	21 pts.
2 <sup>nd</sup> Place	70 pts.	15 <sup>th</sup> Place	18 pts.
3 <sup>rd</sup> Place	65 pts.	16 <sup>th</sup> Place	15 pts.
4 <sup>th</sup> Place	60 pts.	17 <sup>th</sup> Place	13 pts.
5 <sup>th</sup> Place	55 pts.	18 <sup>th</sup> Place	11 pts.
6 <sup>th</sup> Place	50 pts.	19 <sup>th</sup> Place	9 pts.
7 <sup>th</sup> Place	46 pts.	20 <sup>th</sup> Place	7 pts.
8 <sup>th</sup> Place	42 pts.	21 <sup>st</sup> Place	5 pts.
9 <sup>th</sup> Place	38 pts.	22 <sup>nd</sup> Place	4 pts.
10 <sup>th</sup> Place	34 pts.	23 <sup>rd</sup> Place	3 pts.
11 <sup>th</sup> Place	30 pts.	24 <sup>th</sup> Place	2 pts.
12 <sup>th</sup> Place	27 pts.	25 <sup>th</sup> Place	1 pt.
13 <sup>th</sup> Place	24 pts.	<b>TOTAL</b>	<b>725 pts.</b>

PJI Yardage Chart		
Age	Boys	Girls
<b>12 – 13</b>	5,500 yards	4,800 yards
<b>14 – 18</b>	6,500 yards	5,500 yards

## How does my team qualify for post-season competition?

Post-season competition is determined by the number of teams competing in a season. To be eligible there must be at least 20 participating teams in the season.

If a PJI season has 10 or fewer teams: No post-season competition

- Complimentary refreshments provided by JGU at the last tournament within each PJI Division

If a PJI season has 15 or fewer teams: No post-season competition

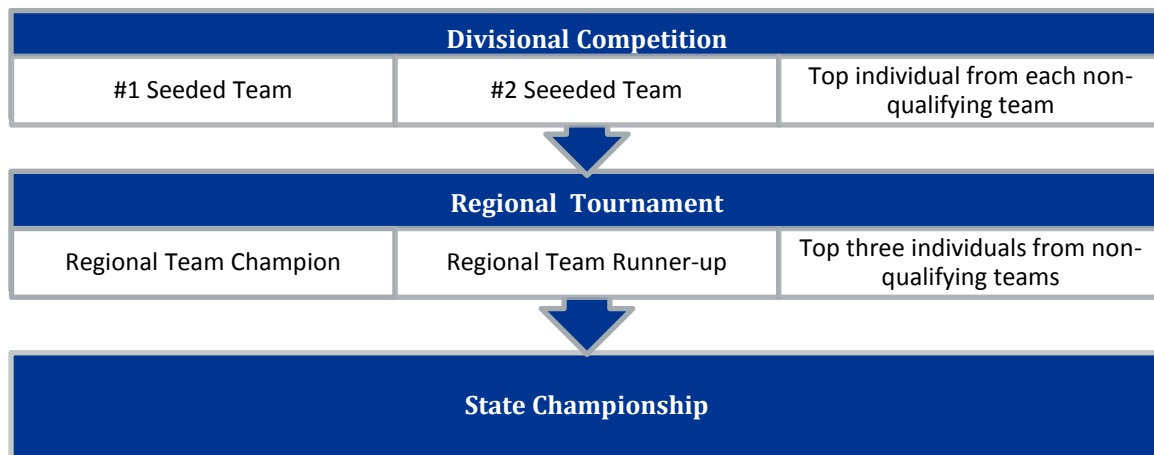
- Awards presented and complimentary refreshments provided by JGU at the last tournament within each PJI Division

If a PJI season has 20-30 teams: Post-season competition

- 36-hole State Championship
- Top two teams in each PJI Division and top individual from each non-qualifying team advance

If a PJI season has 35 or more teams: Post-season competition

- 18-hole Regional tournament qualifier (Top two teams from each Division; Top individual from each non-qualifying team)
- 36-hole State Championship (Top two teams from each Region; Top three individuals from non-qualifying teams)



## Why should our course put together a team?

The main reason to establish a PJI team is to provide junior golfers at your course with an opportunity to participate in team-based competition. The series offers a fun, competitive environment for juniors of all abilities.

In addition, it provides players with the opportunity to compete on a variety of courses within the community without extensive travel.

Finally, the PJI can grow your business. It is a great opportunity to create recurring revenue through lessons, green fees, and equipment sales.

- *33% of coaches polled in Oklahoma observed an increase in the number of lessons given as a result of participating in the PJI*
- *20% of coaches polled in Kansas and Oklahoma observed an increase in equipment sales as a result of participating in the PJI*
- *50% of coaches polled in Arizona observed an increase in course use by juniors as a result of the PJI*
- *20% of coaches polled in Kansas observed an increase in course use by families as a result of the PJI*



## How do I manage a team?

Coaches are provided with online team and tournament management support.

An online team management page is provided for all coaches, reducing the administrative tasks required. Coaches can update player information, select players to compete in each tournament, locate results, and view season standings.

Prior to each tournament, coaches log on and select players from their roster to participate. Once each team's roster has been selected, JGU facilitates the rest. Tee times and pairings are created by JGU and emailed to each parent, player and coach. In addition, tee times are posted online.

JGU also provides an online Operations Manual detailing the program, from team formation to tournament hosting.

**TOURNAMENT SCHEDULE**

Find a PJI Tournament in your area

**PJI News**

**Latest Pictures**

**Tournament Results - Divisional Tournament on 3/4/2012**

Team Name	Total Score	Points Awarded
Silver Valley Country Club (Boys)	385	100.00
Blue Lake Golf Course (Team 1)	342	60.00
Arrowhead Country Club (Team 1)	479	100.00
Los Caballeros Golf Club (Team 1)	490	60.00
Antares Golf & Country Club (Overland)	518	60.00

Player Name	Club Name	Score	Points
Max Carmon	Blue Lake Golf Course (Team 1)	75	75.00
Max Snyder	Silver Valley Country Club (Boys)	79	75.00
Max Chavez	Silver Valley Country Club (Boys)	79	60.00
John Smith	Silver Valley Country Club (Boys)	79	27.00
Diego Hernandez	Silver Valley Country Club (Boys)	79	27.00
Lopez Sanchez	Silver Valley Country Club (Boys)	83	60.00
John Rodriguez	Arrowhead Country Club (Team 1)	87	40.00
Barbara Rodriguez	Arrowhead Country Club (Team 1)	87	40.00
Thad Brown	Blue Lake Golf Course (Team 1)	89	24.00
Jason Hill	Los Caballeros Golf Club (Team 1)	90	24.00
Darius Hernandez	Blue Lake Golf Course (Team 1)	99	24.00
Samuel Cole	Arrowhead Country Club (Team 1)	91	20.00
Darius Brown	Antares Golf & Country Club (Overland)	91	20.00
Thad Brown	Los Caballeros Golf Club (Team 1)	92	18.00
Tim Brown	Blue Lake Golf Course (Team 1)	92	18.00
John Connolly	Antares Golf & Country Club (Overland)	93	15.00
Jack Hernandez	Arrowhead Country Club (Team 1)	94	15.00
John Hernandez	Los Caballeros Golf Club (Team 1)	98	10.00
Carla Lee	Antares Golf & Country Club (Overland)	102	9.00
Flora Cornejo	Antares Golf & Country Club (Overland)	112	7.00
John Torres	Antares Golf & Country Club (Overland)	117	5.00
Kevin Valdez	Arrowhead Country Club (Team 1)	120	5.00
Greg Hernandez	Los Caballeros Golf Club (Team 1)	120	5.00
Valencia Hernandez	Los Caballeros Golf Club (Team 1)	5	0.00
Thad Rodriguez	Blue Lake Golf Course (Team 1)	9	0.00

## How do I make money?

The \$500 registration fee can be easily recovered. In addition, participation can generate revenue. To cover the program cost, a membership fee can be established by the course for each player on the team.

In the past, courses have charged players up to \$550 person; however, on average, most courses charge \$75. To cover the \$500 program fee, a course will need to charge eight players \$63 each. The program provides you with an opportunity to expand your golf instruction business, equipment sales and increase the rounds played on your course.

For examples of participation fees charged to players by three Arizona facilities, please view the PJI Team Case Studies table on the following page. Fees typically charged are consistent or even less than those for club sports (soccer, baseball, etc.).

## PJI Team Case Studies: Team Management Styles by Past PJI Coaches

	Municipal Golf Course	Public Course / Resort	Private Golf Course
How many teams did you have?	1	2	2
How many players did you have on your team(s)?	8	6	8
What did you charge each player to be a member of your team?	\$ 150	\$ 550	\$ 400
What team gear did you provide?	1 hat 2 shirts 1 dozen golf balls (Provided at no additional charge)	2 hat 2 shirts 1 sweatshirt 1 dozen golf balls (Provided at no additional charge)	2 hat 2 shirts 2 shorts 2 pants 1 bag (Players were charged cost for all items)
What was your goal for your team?	Develop competitive drive	1 developmental team 1 competitive team	Develop a competitive team
How did you recruit players?	Target juniors that have not played competitive golf First 8 to sign up are on the team	Target current students from lessons for initial recruiting Hold two 9-hole qualifying rounds Top 12 qualify	Email sent to all kids on distribution list Hold a 9-hole qualifying round Top 8 finishers are on the first team Second 8 form the second team
How did you select players to compete in each tournament?	Rotate players Every junior is guaranteed to play in 3 tournaments	#1 player and #7 player from 9-hole qualifiers play in all 5 tournaments Remaining players compete in at least 4 tournaments	Top 2 players from qualifier compete in most tournaments hold 9-hole qualifier for other 3 spots
Did you have a team practice?	1/week Team-building drills	1/week Lesson and 9 holes	1/week Sunday clinic Sunday qualifier each week a PJI tournament is not scheduled
Did you have team meetings?	1/week (During practice)	Pre-season mandatory meeting	1/week (During Sunday clinic)
Did you attend each tournament?	Attends some tournaments	Attends 4 tournaments per team (Back nine only)	Attends all tournaments (staff or parent representative)
How did the kids travel to each tournament?	Players make separate arrangements	Contact list is provided at the start of the season Players make separate arrangements	Players make separate arrangements Tee times and tournament location are emailed to players each week
Team Leader/Captain	None	Selected before each tournament Responsible for taking attendance at each tournament and notifying coach	None



## How do I encourage kids to sign up?

After confirming your participation, you can print posters (provided by JGU) to display in your pro shop and clubhouse.

In addition, we recommend hosting an ice cream social or other event aimed at encouraging participation.

Once a team is formed, participating courses have been very successful in retaining members for the following seasons, even creating multiple teams.

- *We polled players who competed in the 2012 Arizona PING Junior Interclub and found that 95% stated they would play again the following season.*

## How do I run the event(s) at my course?

Hosting a home tournament is simple. PING Junior Interclub tournaments are structured to be easy to manage, requiring little preparation. We provide an Operations Manual and checklist, containing all the information needed to run a PJI tournament.

We provide customizable rules sheets, as well as forms outlining player and spectator policies. A score sheet will be sent to display tournament results in the clubhouse or scoring area.

Once the scores are entered through the website, team points are calculated, making results and season standings immediately available online.

IMPORTANT: Each course must be “walkable” or accommodations must be made to shuttle players between holes.

## Do I have to give up my golf course during the season?

Tournaments are typically held in the afternoon, utilizing the last set of tee times necessary to complete 18 holes (seven tee times). This is a one-time occurrence, unless you are willing to host a post-season tournament (if applicable). A shotgun start or traditional tee times can be used to host your tournament.

## What do the kids receive for participating?

For participating in the PING Junior Interclub, each team member will be provided with a participation package at the beginning of the season. The package will include items from our sponsors and is valued at over \$150 per player.

## What is Junior Golf University (JGU)?

Junior Golf University (JGU), a 501 (c)(3) non-profit organization, was founded in 2008 by John Souza, Director of PING WRX, in Phoenix, Ariz. It was created to provide opportunities for young people interested in the game of golf.

The mission of JGU is to **educate**, **promote** and **nurture** youth through the game of golf. To that end the organization strives to:

- **Educate** youth by providing a unique curriculum, teaching golf-specific history, rules, etiquette, agronomy, fitness, club-fitting and all aspects of the golf swing.
- **Promote** the game and junior golfers by offering fun and competitive team tournament formats.
- **Nurture** young people of all socioeconomic backgrounds, using golf as a platform to instill leadership and life skills.

JGU provides online tournament management for PJI events and administrative support to PJI teams.

### **What if I have more questions?**

For more information, please inquire by phone, email or through our website.

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