

BUILD-A-LINK



PERFECT ROUND OF BUSINESS GOLF STRATEGY

Corporate Golf Strategies is designed to offer golfers of **ALL** levels a practical education regarding the most effective ways to plan, manage and follow-up for a “**Perfect Round of Business Golf**”. Golf is one of the most used venues for customer service and business development in business today. It is also one of the least understood venues when it comes to planning, managing, and following-up. A great deal of consideration and up-front planning goes into an effective round of Business GOLF.

The purpose of Corporate Golf Strategies is to educate sales professionals and business executives how to...

- ▶ Use a New MINDSET in Golf
- ▶ Learn Mental Peak Performance
- ▶ Develop Better and Stronger Relationships with Existing Clientele
- ▶ Increase Sales with Existing Clients
- ▶ Provide Better Customer Service
- ▶ Develop New Clientele
- ▶ Track Each Round for Follow-up
- ▶ Understand Different Personalities
- ▶ Set-up the Appropriate Formats
- ▶ Understand the Most Important Etiquette and Rules

Corporate Golf Strategies isn't about how far you hit the ball, how low you score, or how well you play. It's about how to effectively develop powerful relationships with anyone you invite for a round of golf. It's showing your character, honesty, and humor. It's learning how to deal with emotional stressors that can affect your ultimate goals.

Corporate Golf Strategies Dispels the Myth That Only “Good” Golfers Can be Effective Using Golf for Business Development.

Too many business professionals try to make the leap into business golf without the right equipment. Corporate Golf Strategies ensures that golfers of **ALL** levels are equipped with the right clubs in their business golf bag. We offer flexible seminar classes to meet any corporation's time and budgetary requirements.

ABOUT THE FACILITATOR:

Mr. Will D. Rhame has spent much of his career as an inventor of unique networking systems for business development. He is the author of the book *Business Golf, The art of building relationships through golf* and he has taught companies like IBM, GM and hundreds of others how to play the perfect round of business golf. He is the founder of The CPA Club franchise system with over 150 franchises that offered Continuing Professional Educational Credits to Certified Public Accountants and Attorneys. He is also the founder of The Executive Sports Club; An exclusive networking club helping professional athletes make the transition from sports into business. Finally, he is the author of *The Voyagers Series*, the first interactive, multi-media book of its kind. Will has three children, played college and professional tennis, has a 12 handicap in golf and is an avid surfer.