

Take Your Teams To The Golf Course

and dramatically increase their effectiveness



Energize your Team with the Team Tee Off

The Team Tee Off is a one-day event that combines classroom learning with experiential exercises conducted on the golf course. The program is designed to meet the needs of teams in every stage of development, from new teams needing a jump-start to existing teams looking to re-charge.

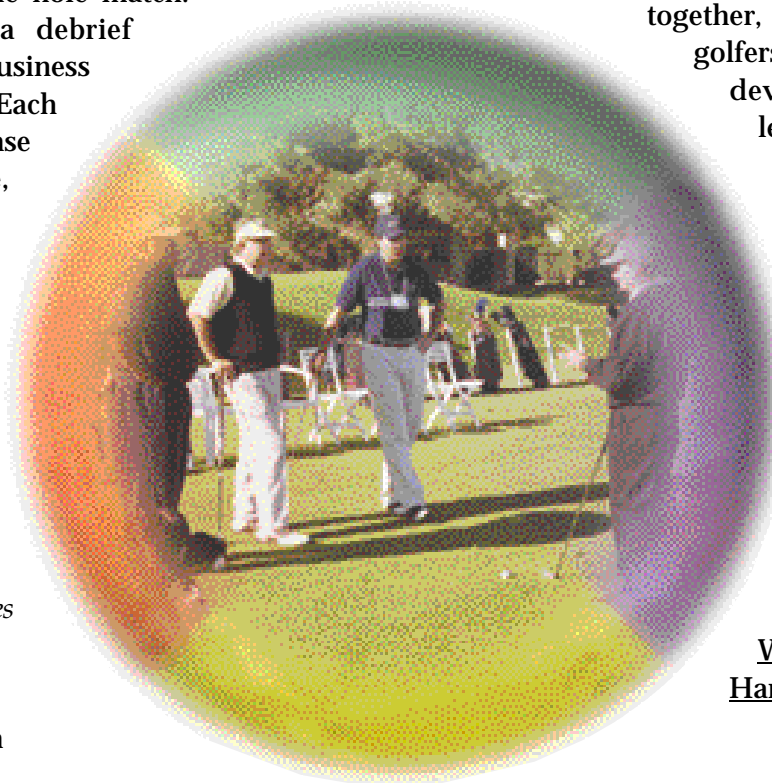
The Team Tee Off begins in a fast paced workshop format where the team will be introduced to their Personal and Team Performance Profiles. With golf as the metaphor, the group explores the combined strengths of the team and how to find their “zone”, the conditions that produce superior performance. The team then works with golf professionals to get some “Just-In-Time Coaching” on golf skills to prepare them for the challenges they will face on the course. Since this is a team-building event, not a golf tournament, non-golfers are easily integrated into the format.

The teams then begin applying what they have learned to a business simulation exercise called the Strategic Scramble. Over lunch the team is divided into small “Businesses” where the first assignment is to put together their business plan. Each business unit receives investment capital and it is their objective to

create a return on this investment by superior execution of their business plan. The Foursomes then challenge each other’s business skills in a game of strategy and tactics in a nine hole match. The day concludes with a debrief session which explores the business application of the exercise. Each person leaves with a new sense of confidence, camaraderie, team spirit, and pride — ready to overcome even greater challenges at work.

“The Team Profile captured the diversity of my senior management team with uncanny accuracy. The insights we gained from this process have allowed our differences to be assets and not liabilities in addressing the leadership challenges of our organization.”

— Micah Green, President,
The Bond Market Association



Why Golf?

Golf and business have historically been linked together, and for good reason. Successful golfers are those who not only have developed skill but also have learned to handle pressure, seize opportunities, implement a strategy, maintain focus and respond to changing conditions. These characteristics are identical to those of successful people in business.

“You can tell more about how a person will react in a business situation from one round of golf than in a hundred hours of meetings.”

— Mark McCormick, author of
What They Don’t Teach You at Harvard Business School

SSI Strategic Solutions International, Inc.
Driving Business Performance

Educators know that adults learn best when they are actively engaged. Since golf is the number one leisure time activity among business professionals, the golf course is an ideal classroom for experiential learning.

“...a powerful and innovative approach to learning that effectively merges complex and serious business issues with recreation...The experience has armed me with valuable techniques to break through communication barriers and expedite the decision-making process essential for succeeding in our industry.”

— Dick Tito, Sr. Managing Director –
PNC Capital Markets, Inc.

*Training for professional
facilitators available*



Program Details:

- Able to accommodate groups of 8 -120
- Easily integrated into conferences and national meetings
- Ideal for cross-functional teams or client relationships
- Program design can be customized
- Train the trainer option available
- Discounted rates at over 400 American Golf courses
- Trained golf professionals provided

*For more information on the
programs and optional
facilitator training, call*

1-800-815-0185

or visit

www.ssigolfzone.com



After Golf... Create Super Teams

Business leaders are acutely aware that good teamwork does not happen by accident. Neither is it something that you can demand. It must be developed and nurtured in a way that not only ensures the success of the team, but individual members as well.

The Team Tee Off event is supported by a process that ensures the ongoing cohesiveness of the team. This series of steps, facilitated by internal professionals or external consultants, consists of:

- Team Player – Individual feedback for each team member on his or her unique contribution to the team
- Team Dynamics – Guides the team to leverage strengths and manage interpersonal differences
- Team Focus – Concentrates on a specific business objective the team must achieve
- Team Coach – Direction for the team’s leader on how to motivate and manage each of the unique Team Players.