

Considerations when considering a new coaching role

The tennis coach is the key to any tennis club/facility. Research shows that the most successful tennis facilities are those where there is a strong mutual respect between club/facility and coach, the coach placing themselves at the heart of club activities. Evidence suggests that club/facilities that have a wide variety of services offered by a qualified coach positively impact on the growth of the club/facility.

With the tennis industry becoming increasingly commercial, greater emphasis needs to be placed on fostering healthy club/facility - coach relationships. In order to establish and preserve healthy relationships, there are a number of key factors that tennis coaches looking to establish themselves at tennis facilities, and facilities looking to appoint a coach, should consider.

Coach considerations

Any coach looking to establish a business at a tennis club should ask some key questions before they commit.

One: Length of tenure: Is the duration of the agreement sufficient, and does it offer the necessary security, to establish and grow your coaching business?

Two: Capital Works: Is the club committed to improving the quality of its appearance and amenities? Is the coach willing to contribute to capital works programs to improve the quality of the facility and match this with a longer tenure provided by the club?

Three: Number of courts: Are there enough courts, and are they available (both length and duration of accessibility) to support your coaching program?

Four: Size of membership/community: Is the membership large enough and of a suitable demographic within the surrounding community to sustain your business? Primary and secondary schools within community, other sporting activities offered, other sporting facilities (including competition from other coaching business etc.)

Above all, it's **crucial** that the relationship between club/facility and coach is formalised in a contract that outlines a job description, remuneration, any costs relating to court access and lighting, targets in services offered, dispute resolution and termination process and any additional duties or expectations.

Go to www.tennis.com.au/yourcoach for a copy of the Tennis Australia contract for services template or email coachmembership@tennis.com.au to request a word document format.

The Tennis Australia coach relationship framework gives coaches access to a range of useful online resources including contract for service templates, covering letter templates, interview tips, advice for approaching local schools and a checklist for facility leasing.