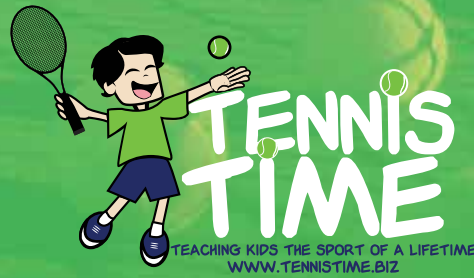


# THE KIDS SPORTS BUSINESS

MAKING BIG MONEY TEACHING LITTLE KIDS



THE ULTIMATE BUSINESS  
**OPPORTUNITY**  
**STARTS HERE**

- Who We Are (Our Story)
- What We Do
- What You Do
- Who is This Business Ideal For
- How You Make Money
- Training
- The Cost
- Next Steps

# THE ULTIMATE BUSINESS OPPORTUNITY.

RUN YOUR OWN  
LUCRATIVE KIDS  
SPORTS BUSINESS.



# WHO ARE WE?

Tennis Time is one of the fastest growing kids sports businesses in the United States. Founded by Coach Greg, one of Atlanta's top coaches and a former NCAA Division 1 tennis player, Tennis Time has one mission: Teach as many kids in schools around the Country the two true lifetime sports, Tennis and Golf. Founded back in 2010 Coach Greg was looking for a way to have his own son play more tennis when he happened on a loop hole in the school systems after school programs. After figuring out the secret to getting his Kids Program into schools, The Tennis Time dream was launched! Initially with just 3 schools in 2010 Tennis has now been featured in over 100 schools including Atlanta, Orlando and Beverly Hills.

In 2013 Coach Greg Launched Golf Time and literally 1000's of kids have and continue to go thru the Tennis and Golf Time programs every year! Now it's your turn to enjoy the beauty of kids sports, a pair of shorts and earning a fun exciting living! The focus has always been on having keeping the kids wanting to come back for more! Teaching kids 30,45 and 60 minute classes Tennis and Golf Time classes are fun, simple, educational and enable the kids to begin to learn or advance there knowledge of both of these great sports.

# THE MAGIC OF OUR PROGRAM

## WHAT WE DO

Designed to be part of the schools “after school program” our coaches teach classes on location at schools in their playground, gym or classroom. The school does not need to have tennis courts or a golf course. With our special age appropriate equipment we bring the “Mini Tennis Court” or “Golf Course” directly to the school. As a business owner, this is a **HUGE** Competitive advantage for you! Think about the challenges of a traditional business, you need space, overhead and all that costs money and eats into your bottom line profits. When you join our team and own your kids sports business you do not need to spend money on office space! All classes are taught at your the schools you have as accounts. **That means you get to KEEP the majority of your profits!**



Coaches Supply Everything for the kids classes - Including: Age appropriate kid size Rackets, Foam and Low Compression Balls, Miniature Tennis Nets, Golf Clubs, Pitching and putting greens and nets, driving mats and nets & of course lots of FUN!\*

Coaches keep it Fun and Educational, Age Appropriate.

## LEARNING THE FUNDAMENTALS

Among other things kids will learn all about tennis including:

- Forehands
- Backhands
- Grips
- Swings
- Serves
- Volleys
- Pitching
- Putting
- Driving & Chipping
- Hand-eye coordination
- Speed & Movement coordination.
- How To Keep Score
- Tennis / Golf Games
- Balance
- And more...



TENNIS/GOLF TIME WILL SURELY BECOME YOUR CHILD'S FAVORITE WEEKLY ACTIVITY!



# THE SECRET FORMULA

Understanding how to open these School accounts is the key to a great income! Knowing who to talk to and what to say is “THE KEY” to unlocking success in your local area! We will show and teach you the secret formula during your training! In-fact our sales team will work with and for you to set up appointments with schools in your zip codes to help you explode your business!

# WHAT DO YOU DO AS A BUSINESS OWNER?

As a business owner your “JOB” is actually fun and simple. You will be securing and opening new accounts. As many as you would like in your local area. You control the volume of business you bring in based on working part time or full time. We have perfected the art of opening up new school accounts and there is a very specific formula to follow. When you follow this formula you can make a great living! You will also be coaching at the classes or you can hire coaches to teach the classes, maintain the class rosters and coordinate with schools on class times and dates. When you attend the training we will teach and show you exactly how to open up accounts and how to hire coaches, manage rosters and coordinate with the schools in a way to maximize your revenue. And, you get to hang out in a pair of shorts all day and have FUN!!!!



# WHO IS THE BUSINESS IDEAL FOR?

## SOMEONE WHO LOVES KIDS

Kids are the foundation of the business. If you do NOT like being around kids then this business probably is not for you.

## LOVE SPORTS

You must love sports. You don't necessarily need any skills in Tennis or Golf (We will teach you that) but a love of sports is very helpful. If you do have knowledge in or a passion for tennis and or golf that is also a plus.

## ENTREPRENEURIAL

If you like the idea of being your own boss, creating your own hours and having no ceiling on how much money you can make then this is an ideal business for you.

## SHORTS!

Love having fun, hanging out in a pair of shorts and you're tired of the boring 9-5.

# DO I NEED EXPERIENCE WITH TENNIS OR GOLF TO BE SUCCESSFUL?

## NO EXPERIENCE NECESSARY

NO! If you have a love of kids and you are or want to be an entrepreneur that then you can ROCK with this business! A love of sports and a basic knowledge of tennis and golf are helpful! But, we will show and teach you how to teach the kids the actual sports in the classes!



# HOW YOU MAKE MONEY

## Up Front Income

One of the great parts of this business model is not only the recurring revenue aspect of the business, but also the upfront revenue generation. With 85% of your school accounts parents will pay you directly. They are directed to an online enrollment website and they pay for their kids before the tennis or golf session begins!

For example if you had 20 enrollments at \$200 per enrollment you would collect \$4,000 in upfront revenue before you ever taught your first class. Not bad right!:) Imagine now if for examples sake that was just for one sport, lets say tennis. So, now lets add another 20 kids enrolled for golf. You now have \$8,000 in upfront income and here is the best part, that is just for (1) One Session! Again you will monetize your accounts two or three times a year.

Multiply that same scenario over just 5 schools and you have \$40,000 in upfront income. Lets say you only had 2 sessions you are at \$80,000 in annual income in this example with just 5 schools.

## Recurring Income

One of the magical parts of this business model is that once you open up your new account, you will generate on going recurring income session after session after session! We run three (3) sessions:

**Session #1: August - December**

**Session #2: January - May**

**Session #3: June - July**

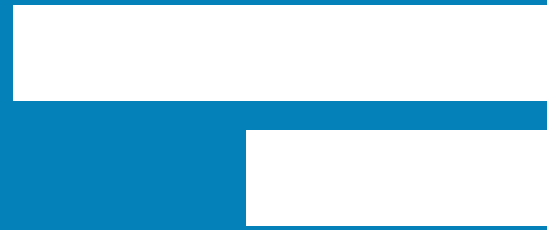
So, for example new account opened in January may pay you \$5,000. Then when that school begins its next session it's another \$5,000. And so on, each time the new session begins you earn income!

Open an account once and it pays you over and over again. There are always new kids coming every year!:)

### **\*\* EARNINGS DISCLAIMER \*\***

**The above examples are POTENTIAL EARNINGS estimates and should not be viewed as a guarantee or promise of any income you may earn. Keep in mind these numbers are for illustrative purposes only! We have NO IDEA how hard you will work or if you will follow our training and methods and our average numbers may or may not apply to you! Your success is up to you!**

# FREQUENTLY ASKED QUESTIONS



## How much to get started?

We offer several different packages to help you get started based on your budget and how big a business you want to create.

## Is There Training?

YES! We offer four different training options to best work for your situation.

## Are there ongoing Royalties?

No this is not a franchise. You keep what you earn! We do have various support or add on packages that you pay for.

## Can this be all year long or is this mostly an outdoor business?

All year long.

## Would I hire others to run the classes?

You decide! We will train you how to do both! You can coach the classes your self or hire and train coaches to do that for you. Or you can do a combination of both. Again, we will train you how to do it all. Then you decide.

# FAQ

# FREQUENTLY ASKED QUESTIONS

## Is there competition?

Minimal to none.

## What type of support do you offer?

In addition to the live training we have various support packages. Some are included depending on which package you choose. We also offer a “ Virtual” training option! Ask us how this works.

## Can I Upgrade My Package?

YES! Anytime you want to expand your business to OWN more zip codes and schools in your area or capture the additional sales and training the bigger packages provide you can upgrade at any time.

## How do I upgrade My Package?

You can upgrade by paying the difference in the package your purchased and the package you are upgrading to.

# FREQUENTLY ASKED QUESTIONS



# GETTING STARTED PACKAGES



Packages	Wimbeldon Package 1 Sport License \$13,000	Champions Package 2 Sport License \$20,000	Masters Package 2 Sport UNLIMITED Masters License \$35,000	DELUXE Done For You Package \$50,000
Sports You Get	Tennis	Tennis / Golf	Tennis / Golf	Tennis / Golf
Full Training	YES	YES	YES	D4Y
Equipment Included	YES - 1 Set	YES - 2 Sets	YES - 2 Sets	D4Y
T-Shirts	YES - 10	YES - 25	YES - 75	D4Y
Business Cards	YES - 100	YES - 250	YES - 1000	D4Y
Jump Start Sales Program	YES - 50	YES - 100	YES - 300	D4Y
Press Release	YES	YES	YES	D4Y
Email Support	YES - 6 Months	YES - 12 Months	YES - Unlimited	D4Y
Text Support	YES - 6 Months	YES - 12 Months	YES - Unlimited	D4Y
Marketing Zip Codes	3	5	Unlimited	D4Y

License + Admin Fee	YES - \$350/Mo	YES - \$450/Mo	YES - \$550/Mo	YES - \$650/Mo
# Of Enrollments To Break Even/ Profit Mode	50	80	140	D4Y
You Only Need This Many New School Accounts To Recoup Your Initial Investment	3	6	10	D4Y



This is an exclusive high end special package for high net worth only. The details are revealed by private invitation only. If you are liquid for at least \$50,000 and interested in a 6-figure Kids Sports exclusive opportunity then please visit:

[www.KidsSportsDeluxe.com](http://www.KidsSportsDeluxe.com)

# WIMBELDON PACKAGE \$13,000

The Wimbledon Package - The Perfect package for an excited entrepreneur on a tight budget who wants to get their new kids sports business up and running part time. Or, for the entrepreneur whose finances are not a problem they just want to go slow and set up a nice part time income and potentially expand from there. Or, Lastly for the very busy entrepreneur who needs time to segue from another job or business into this business on a more full time basis.

With The Wimbledon package you get everything you need to be successful right away including:

- 3 exclusive Marketing zip codes
  - Full Training Included
  - Phone and email training
  - Free URL / Domain Selection
  - School List Creation
  - 6 Month Phone-Email Support Package
- 
- Jump Start Sales Program -  
Inside sales team will call 15 schools on your list to create appointments, demos or open new accounts
- 
- Access to our Online Kids Sports Business Academy to access to training videos, templates, emails, scripts etc.

# CHAMPIONS PACKAGE \$20,000

**The Champions Package** – Perfect package for the serious entrepreneur who is looking to get there kids sports business to \$27,000 in the first 90 days and scale to \$100,000 and beyond This is also a great package for someone working the business with a partner or the entrepreneur who not only wants to coach a few classes but wants to hire and train coaches to run the classes while YOU run the business.

## Plus You Get:

- **5** Exclusive Marketing Zip Codes
  - **Access** To Both Sports Tennis and Golf
  - **2** Full Sets Of Equipment Tennis and Golf
  - **Full Training Included**
  - **School List** Creation
  - **12 Month** Phone-Email Support Package
- 
- **Jump Start Sales Program** - Inside Sales Team will call **25 Schools** on your list to create appointments, demos or open new school accounts Instantly upon completing your enrollment
  - Inside Sales Team will call another **10 Schools** after you complete your training in Atlanta to continue to help you expand your business

# MASTERS PACKAGE \$35,000

## The Ultimate Package

**The Masters Package License** - Is our Simply the ultimate! This High Octane unique license is for the business owner who is accustomed to or looking to build a 7 figure business. This special license comes with unlimited zip codes and territories and gives the licensee the rights to operate in any state or zip code not already claimed as well as first rights of refusal on other zip codes. With unlimited territory, unlimited zip codes and unlimited support coupled with Coach Greg and teams personal one on one assistance in Atlanta as well as your coming to your local area up to three times, you are on the fast track to explosive and ongoing recurring revenue growth.

### Plus You Get:

- **Unlimited** Exclusive Marketing Zip Codes
- **Access** To Both Sports Tennis and Golf
- Run Business In **Any Area or State**
- **Full** Equipment
- Full Training Included
- **Unlimited** Support
- Jump Start Sales Program -Inside Sales Team will call **75 Schools** on your list to create appointments, demos or open new school accounts Instantly upon completing your enrollment

**DELUXE**  
**DONE FOR YOU**  
**PACKAGE**  
**\$50,000**

**ONE OF A KIND PACKAGE**

**Our amazing support and sales teams team up and:**

- Make all the sales calls
- Open all your new school accounts
- Hire and train all your coaches
- Create all the rosters
- Handle all the school communication
- Answer all parent support questions
- Run the business for you from A-Z

→ You simply make a one time investment for the package, pay your ongoing license and admin fee, our team does all the work while you track your business online in real time!

→ If you are a busy executive, investor, entrepreneur who loves the idea of owning a Done For You business teaching kids tennis, and golf then this is the business you have dreamed of!

# THE JUMP START TEAM

Our Jump Team is our world class one of a kind inside sales team. Their only mission and purpose is to help you get into momentum mode, profit mode fast!

## HOW IT WORKS:

Within 48-72 hours of signing your agreement and making your payment our Jump Team is given your S.A.D.- Sales Activity Document. This has a list of all the schools in your zip codes. The Jump Team begins to call the schools to create buzz and excitement about your new business. They are so good they also land new school accounts for you! As you know new school accounts is money in your pocket!

## CASE STUDIES:

### **Coach Tamela**

Within 2 weeks of coming on board our Jump Team opened up 5 new school accounts

### **Coach Marshon**

On one phone call our Jump Team opened 11 new elementary schools.

### **Coach Ron**

2 New school accounts opened in first 3 weeks.

# FINANCING AVAILABLE

for select plans. Ask us about this if interested.

- Keep in mind ALL our packages are designed to help you start, run and be successful!
- You can UPGRADE your package at anytime to capture additional zip codes and sales and training support.

TENNIS TIME | GOLF TIME 18

# TRAINING OVERVIEW

**This is where the Fun Begins!**

## LIVE TRAINING OVERVIEW:

You will LEARN every aspect of this business to help ensure your success in your local area:

Among the training agenda we will train, teach and coach you on:



- The “ Magic Formula” For opening up lots and lots of new school accounts!
- How To call and email a school
- **How To Collect Your Funds**
  - How to accept checks
  - How to accept credit cards
  - How to set up your online enrollment sites
- **Setting Up Your Business Correctly**
- **How To Work Directly With Schools**
  - How to keep schools happy
  - How to update and work with parents
- **How To Manage Rosters**
  - How to keep track of kids in your classes
- **How To Run Fun, Educational Tennis and Golf Classes**
- **How To Hire New Coaches**
  - Where to place ad's
  - What to say when you speak to a new coach
  - How to qualify and hire
- **How To Train New Coaches**
- **How To Run This Business As a Family or As a Sole Owner**
- **How To Set Up Summer & Holiday Camps for Additional Revenue**
- **How monetize and maximize each account.**
- **You Will Literally Learn EVERY aspect of this business so the day you leave you can get into profit mode.**



# NEXT STEPS



## 1. QUESTIONS:

Review this info several times and jot down your questions.

## 2. BOOK A CALL

Once you have reviewed your information and you have your questions it's time to book your call with Coach Greg. On this call he will answer all your questions and give you details on how you can get started if you are ready. **TEXT Our support team at 404-467-2103** and let them know you are ready to book your call.

OR

Book Your Call Online Here:  
**[www.BookMyCall.net](http://www.BookMyCall.net)**

## CONTACT SUPPORT

[Support@kidssportsbusiness.com](mailto:Support@kidssportsbusiness.com)

**TEXT Support:**  
404-467-2103

**DISCLAIMER:** This is a real business and not any type of get rich opportunity Your Success is a result of your hard work and ongoing work ethic. This document is for informational purposes only and should not be taken as any promise or guarantee of how much money you may or may not make.