



2020 Junior Academy/School Consulting Options

1.) On-Site Group Consulting

We'll come to you to provide any combination of:

- squad/team on-court sessions
- squad/team off-court workshops
- coach professional development workshops
- parent support workshops



Option 1: One-Time Events

We'll come to you to provide consulting ranging from 3hr to 2 days. This typically focuses on squad/team off and on-court sessions, but we can also provide coach professional development and parent workshops.

Event Cost:

- 3hr (usually off/on-court session or 2 x 90min on-court: \$997) ## only available if no travel required or if we also conduct individual consulting during visit)
- ½ Day (Up to 4hr): \$1297
- 1 Day (Up to 7hr): \$1997
- 2 Day (Up to 14hr): \$3497

Option 2: Multiple Visits (Per Year)

- 4 x per year: 3hr- \$3797; ½ day- \$4497; 1 day- \$7497
- 6 x per year: 3hr- \$5697; ½ day- \$6597; 1 day- \$10797
- 8 x per year: 3hr- \$7597; ½ day- \$8497; 1 day- \$13997

##Academy/School is responsible for paying travel expenses including transport and accommodation costs

How Do Current Clients Usually Fund Our On-site Consulting?

- 1.) Charge players separately for the event (this is common for one-time events). Current clients either charge at a rate with the goal of covering costs e.g., 1-day event with 25 players charged at \$100 per player. Or you could also charge with aim to profit from event e.g., 1 -day event with 25 players charged at \$150 per player.
- 2.) Include Charge in Ongoing Program Fees (this is common when we visit multiple times per year) e.g., you have a program with 50 players and you add \$200 per year to program fees to give yourself a budget of \$10000 for our group consulting
- 3.) Fund partially from marketing budget/alternative support. Examples here include paying some of our consulting fee via your marketing budget with aim to increase business revenue due to improving the service you offer clients. Alternatively, we have clients such as schools pay partially through tennis support committee
- 4.) Fund partially through the rebates we pay you when you refer individual players to our consulting. One Academy currently funds our Remote Consulting Program and 4 x 1 day visits per year completely from individual player consulting rebates.

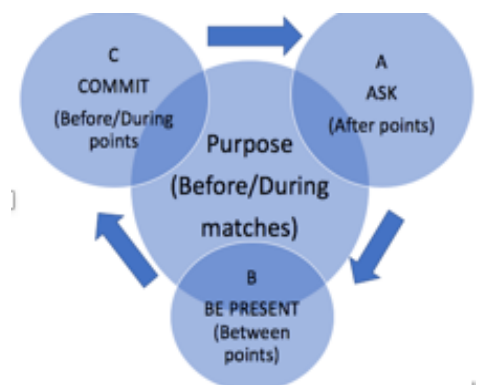
Session Possibilities:

Off-Court Player Workshops:

- 1.) Mentally Tough Players: An Introduction to key components of the PACT Philosophy
- 2.) Connecting With **Purpose**
- 3.) Developing **A**ttentional Control
- 4.) Developing **C**ommitted Action
- 5.) Developing **T**olerance (Emotional Fitness)

On-Court Mental Toughness Sessions:

- 1.) Committed Actions (Routine Foundations)
- 2.) An Introduction to the ABC Routine
- 3.) ABC Routine: Be Present Strategies
- 4.) ABC Routine: Committed Action Application Strategies
- 5.) Change of Ends Routine
- 6.) Match Play Considerations



Parent Support Workshop Examples:

- 1.) The 4 Crucial Elements of Nurturing Your Child's Healthy Mental Toughness
- 2.) Understanding the Key to Your Child's Competitive Experience and Improvement



2.) Remote Group Consulting

This program is ideal for Academies and Schools that i.) have a coach who wants to lead the mental toughness program yourself (particularly if you've taken our Professional Development Program), ii.) if you have a limited budget, and/or iii.) you want to include a great addition to our on-site group consulting.

Summary Inclusions (per year):

- Coach Education and Resource Package (5 x Coach Prep Workshops, Session Plans, and Facilitation Guides)
- 5 x approx. 45min Off-Court Mental Toughness Modules
- 5 x 90-120min On-Court Mental Toughness Sessions
- 5 x Web Based Grand Slam Player Workshops
- 4 x Web Based Parent Workshops
- Program app (Including all learning content and activity video demonstrations)

Program Cost (per year):

- \$50 per player/per year (min cost \$2000) ## Additional specific Coach Professional Development workshops can be arranged at a negotiated cost

Core Program Inclusions (Per Year)

1.) 5 x Web based Coach Education Workshops per year

When each new off-court/on-court module is released Dr. Anthony Ross will summarize the key learnings during this online workshop. This Workshop is designed to prepare coaches to successfully deliver off-court and on-court sessions contained in each module (or to support the Mentally Tough Tennis consultant who will deliver the sessions).

2.) 5 x Approx. 45min Off- Court Modules

Approx. every 10 weeks we will release a new off-court session that can be delivered flexibly by coaches with players aged 11/+ via the Program app and Coach Facilitation Guide. Players can also access each session via their Mentally Tough Tennis app. Included sessions are:

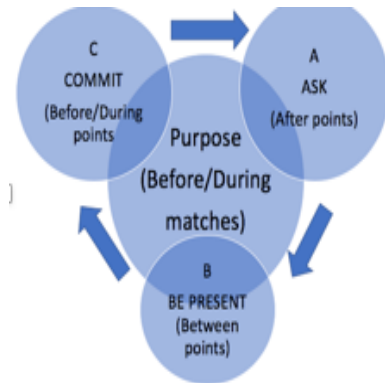
- 1.) Mentally Tough Players: An Introduction to key components of the PACT Philosophy
- 2.) Connecting With Purpose

- 3.) Developing **Attentional Control**
- 4.) Developing **Committed Action**
- 5.) Developing **Tolerance (Emotional Fitness)**

3.) 5 x 90-120min On-Court Mental Toughness Sessions

We'll provide you with an On-Court Mental Toughness Session Education and Resource Package (Includes an online coach prep workshop, session Plan and Player Booklet, session activity explanation video examples) to prepare you to deliver each session. All sessions are focused on elements of our ABC Routine (the on-court application of our PACT method):

- 1.) Committed Actions (Routine Foundations)
- 2.) An Introduction to the ABC Routine
- 3.) ABC Routine: Be Present Strategies
- 4.) Match Play Considerations: Including the Change of Ends Routine
- 5.) Bonus- ABC Routine: Committed Action Application Strategies



4.) 5 x Off-court/On-court Mental Toughness Foundation Modules (10/u)

We'll also provide your 10/u players with an age-appropriate introduction to the PACT Method which can be facilitated by either parents or your coaches.

5.) 5 x Web Based Grand Slam Player Workshops

In the week following each Grand Slam and the ATP/WTA Tour finals we will conduct approx. 45 min web based player workshops which focus on tournament final reviews and reflections (observing match video/player interviews). Workshops are recorded and can then be used as ongoing learning resources.

6.) 4 x Web Based Parent Workshops

4 x per year we conduct Web Based Parent Support Session of 30-45min. These sessions have been developed based on Dr. Anthony Ross's 3 year PhD collaboration with Tennis Australia in which he showed that improved parent communications results in improved competitive responses. Session titles include:

- 1.) The 4 Crucial Elements of Nurturing Your Child's Healthy Mental Toughness
- 2.) Understanding the Key to Your Child's Competitive Experience and Improvement
- 3.) The 12 Commandments of Parenting Your Child's Healthy Mental Toughness
- 4.) The Brain Science: Why You're Important + Why It's Challenging
- 5.) Suggestions for Responding to Common Tennis Parenting Challenges
- 6.) Improving Tennis Parenting Expertise: 4 Steps to Responding Well to Tennis Parenting Challenges



3.) Individual Player Consulting

We also provide individual player consulting. If you refer one of your players to us you can choose to receive either a 20% ongoing referral fee which adds another revenue stream to your business, or a 20% consulting discount for the player

1.) 90min Consulting

90min Consultations typically include:

A 30-45min off-court consultation + a 45-60min on-court consultation. # If player is participating in a Remote consultation we typically conduct an initial 60min consult with a follow up 30min consult

Cost: \$397 Consultant Dependant (Partner Fee: \$80)

FREE Bonus #1: Mindfulness Mastery Course (Value \$97)- This class includes simple activities (released over 10 weeks). They are of the kind that Novak Djokovic and Bianca Andreescu have said are as important to their development as physical training.

2.) 10hr Individual Consulting Time Block:

10hr Time Block typically includes:

- Off/On-court mental toughness training consultations
- Pre/Post match tournament phone consultations
- Tournament match observation and written report
- Optional Parent/Coach consultation/s

Cost: \$2397 (Partner Fee: \$480)

Free Bonus #1: End of Program Report (Value \$97)- At the completion of 10hr program player will be provided with a comprehensive Progress/Priority report.

Free Bonus #2: A combination of online programs (\$497-\$997 Value) # Online programs include a combination of off/on-court sessions and web based workshops.

Want To Chat To Us About Our Consulting?

Email Anthony Ross at anthony@mentallytoughtennis.com to organize to chat about 2020 program delivery details. Alternatively call Anthony on +61408888557.