

# USPTA Annual Convention

February 28-March 1

Fredericksburg, VA



Join us for a  
great weekend of on  
court and off court  
education  
at the Fredericksburg  
Courtyard  
Marriott and the  
University of Mary  
Washington in  
Fredericksburg,  
Va.

## Tentative Schedule

### Friday, February 28

All Workshops will be classroom style at the Courtyard Marriott Fredericksburg

- 8:00-9:00 Registration
- 9:00-10:00 Lee Adams, Your Dream Job
- 10:00-11:30 Frank Giampaolo Educating Tennis Parents To Grow Your Business
- 11:30-12:30 Tim Bainton, Harmonious Relationships between the Tennis Staff, the Tennis Director, GM and Ownership
- 12:30-1:30 Lunch
- 1:30-2:55 Jeff Saltzenstein, "How To Transform The Mindset Of Your Student"

### 7 Steps to Coaching Greatness

- 3:00-3:55 Frank Giampaolo, The Art Of Winning: Educating The Mental & Emotional Components
- 4:00-4:55 David Robinson, Tennis & Fitness: Power Business Team
- 4:00-4:55 Matt Barnhart, Running Successful USTA Programs at Your Facility
- 5:00-5:55 Bill Riddle, Taking Your Event To The Next Level
- 5:00-5:55 Doug Kegerreis, High School Tennis: Are You In?
- 6:00-7:30 Peter Freeman, Selling with video, and communicating on auto pilot with email auto-responders
- 6:00-8:00 Rob Issem, USTA Tournament Directors Workshop
- 7:30 Networking Party

### Saturday All Workshops On-Court at the University of Mary Washington

- 8:00-9:00 Registration
- 9:00-10:25 Bill Riddle, Progression Drills for your Tennis Teams
- 10:30-12:00 Jeff Saltzenstein, Footwork is a Dance
- 12:00-2:00 Awards Luncheon
- 2:00-3:25 David Robinson Tennis & Fitness Specific Training for Profit & Performance
- 3:30-4:55 Richard Woodriff, Medicine Balls to Tennis Balls
- 5:00-5:55 Doug Eng, Integrating Tactics, Technique and Footwork
- 6:00-10:00 Prize Money Tournament

## THIS YEAR'S EVENT FEATURES:

- A variety of speakers from the tennis industry: public and private facilities and people in the club industry.
- Ready for some action as a player on court? Our annual Prize Money Doubles tournament will be on Saturday night starting at 6:00.
- New member in 2013? This is your lucky year. We encourage you to keep learning by offering you the whole weekend for \$40.00.
- Industry exhibitors will be on hand all day Saturday.
- New for this year we will be offering free consultations from our local division experts. You can sign up from 7:30 a.m.-8:30 a.m. on Saturday morning to ask any question about the industry or any tennis topic. There will be 15 minute time slots available. Our panelists will be Joni Hannah and John Cleary.
- Hotel rooms are available at the Courtyard Marriott Fredericksburg for the price of \$134.00. Use discount code USPTA
- We will be raffling off prizes on Saturday at our awards banquet. We will have (1) Ipad Mini (2) prizes of \$250.00 cash for any attendee who attended the whole weekend event and attends the Award Brunch on Sunday morning.
- Check out our [usptamas.com](http://usptamas.com) website for all of the up to date information and to register online.

## This year's speakers include:

Jeff Salzenstein, President of JRS Sports  
Frank Giampaolo, Author, The Tennis Parents Bible  
David Robinson, Owner Tennis, Strength and Fitness  
Tim Bainton, Director of Tennis at The Mount Vernon Athletic Club  
Bill Riddle, Director of Tennis at the Bluegrass Yacht and Country Club in Hendersonville, Tn  
Doug Kegerreis, Director of Tennis at the International Tennis Club  
Lee Adams, Director of Tennis at the Chevy Chase Club  
Peter Freeman, Director of Tennis at the Atlanta Tennis Factory  
Doug Eng, Director of Adult Tennis Programs, Tennis Academy of Harvard  
Richard Woodroof, Athletes Edge Training

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### **Jeff Salzenstein, President of JRS Sports**

Jeff Salzenstein is the founder and president of JRS Sports, LLC, an organization focused on helping tennis players all over the world improve their tennis with world-class tennis instruction in the areas of technique, footwork, nutrition, injury prevention, motivation, and athletic development training. Jeff concluded his playing career in 2007 to launch a second career in high-performance tennis coaching in Denver, Colorado. In addition to being a United States Professional Tennis Association Level 1 teaching professional and USTA High Performance Coach, Jeff is a bestselling contributing author of the book the "Ultimate Success Guide" with Brian Tracy as well as being a Certified Nutritional Therapy Practitioner.

### **Bill Riddle, Director of Tennis at the Bluegrass Yacht and Country Club in Hendersonville, Tn**

"Bill is a veteran with over 25 years of college, junior and club coaching and management experiences and is recognized as a High Performance Tennis Specialist by the PTR, USPTA & USTA. No stranger to entertainment and tennis promotions, he created and co hosted the award winning weekly radio show called "Tennis Talk" that aired on WLAC out of Nashville. In 2012 Bill served as an "on air" TV announcer and commentator for the WTA Tour Dallas Women's Pro Tournament on the FOX Sports South Network and ESPN. In 2013 he worked with a pilot TV show for the Tennis Channel called the GRIPS Challenge. He has also been featured on local and regional TV and radio networks promoting tennis and offering tennis tips."

### **Doug Kegerreis, President of Chantilly International Tennis**

Doug is the President of CIT. With 26 years of professional tennis teaching and management skills to his credit, Doug is the consummate tennis expert. In addition to his duties with CIT, he is a physical education specialist at Oakton Elementary School, and coach of the boys and girls tennis teams at Chantilly High School. Doug has earned a Master of Science in Sports Management from the University of West Virginia. He is a 30-year member of the USPTA and certified through its professional standards. He has had several articles printed in USPTA publications. The Mid-Atlantic Professional Tennis Association awarded Doug the honor of Greater Washington Professional of the Year in 1994, and was also awarded High School Coach of the Year in 2005.

### **Peter Freeman, Director of Tennis at the Atlanta Tennis Factory**

Peter is currently involved with Crunch Time Coaching. Crunch Time Coaching specializes in website, landing page, and video production development for health club facilities and professional coaches. They are committed to customer satisfaction. The company mission is "to help our clients compete in quickly evolving markets by providing top-quality multimedia communication solutions." Recently Crunch Time Coaching has started an online Tennis Marketing University designed to educate coaches on how to use online tools to grow their business and leverage their time by communicating with customers on auto-pilot.

### **Richard Woodroof, Raw Tennis Performance**

Richard Woodroof is the owner and Director of Training for RAW Tennis Performance in Boca Raton, FL. He is an ITPA-certified Tennis Performance Trainer; Speed, Agility & Quickness (SAQ) coach; a 20-year member of the USPTA and is USTA Sport Science Level-1 certified. Richard worked with the ATP 2011 Most Improved Player Alex Bogomolov, Jr and other ATP players including Jesse Levine as well as WTA players Anna Tatishvili and Heidi El-Tabakh. He also works with several Challenger and Futures pros. Richard trains some of the top junior players in the USTA and ITF players from Italy, Monte Carlo, Brazil, Canada, Kazakhstan, Trinidad and Mexico.

### **Frank Giampaolo, Author, The Tennis Parents Bible**

Frank Giampaolo is a veteran author whose acclaimed book, The Tennis Parent's Bible, is being used by ITF leaders, academy directors, parents, and coaches worldwide. Giampaolo's innovative approach has earned him numerous honors, including being named the 2001 USPTA Southern California Tennis Director of the Year and being voted a top teaching professional in consecutive years by Southern California Tennis & Golf magazine. Giampaolo founded the Mental-Emotional Tennis Workshop in 2002; since then, participants in the program have gone on to win more than 71 U.S. national titles. His students have won ATP and WTA Tour singles and doubles titles. Giampaolo pioneered the Tennis Parents Workshop in 1998 and has conducted seminars throughout the United States, Mexico, Australia, and Canada.

### **David Robinson, Owner Tennis, Strength and Fitness**

David founded TenniStrength & Fitness in 1990, specializing in high performance fitness & conditioning, as well as training other tennis coaches and fitness trainers in sport sciences. David has presented coaches courses for certified professional continuing educational course including USTA Sport Science Level Two: Sports Medicine & Biomechanics. He served five years on the Tennis Industry Assn. / Cardio Tennis Executive Committee as the Fitness & Research Advisor and as a Cardio Tennis National Speaker. In 2010, David was named to the new USPTA Tennis for the health of it Advisory Council, which is comprised of very select top tennis coaches and sports medicine professionals.

### **Tim Bainton, Director of Tennis at The Mount Vernon Athletic Club**

Tim Bainton is the Director of Tennis at The Mount Vernon Athletic Club (MTVAC), where he oversees all areas of MTVAC's tennis teaching and programming. Through his work at MTVAC he has been credited with developing one of the most promising High Performance Programs in the Mid-Atlantic. Tim is certified at the highest levels, including being a USTA High Performance Coach, a USPTA P1 and USPTR Professional. Tim is also a PTR Master of Tennis Performance and Junior Development as well as an Etcheberry trainer. He is a USTA 2010 Mid Atlantic Teaching Professional of the Year and 2011 USTA Virginia Teaching Professional of the Year. Tim is also a Babolat National Team Member.

### **Lee Adams, Director of Tennis at the Chevy Chase Club**

Lee Adams became the Tennis Professional at Chevy Chase Club in 1977. He previously served as the Head Tennis Professional at the Cleveland Racquet Club (1970-1973) and the Chagrin Valley Racquet Club (1974-1976). Lee served as a Davis Cup Official in 1973. Lee's playing experience includes National Junior, NCAA, USPTA and USTA Championships, earning USTA National Rankings in both Singles and Doubles. Lee served as President of the Middle Atlantic Professional Tennis Association (1983 & 1984) and earned the USPTA rating of Master Professional in 1989. Other honors include: Greater Washington Professional of the Year (1982 & 1985), Maryland Professional of the Year (1984), and Middle Atlantic Division Professional of the Year (1983).

### **Doug Eng, Director of Adult Tennis Programs, Tennis Academy of Harvard**

Doug is entering his fourteenth year at the Academy of Harvard. Doug is one of only 10 persons worldwide to hold both USPTA and PTR Master Professional. He was named Best of Boston in 2010 by Boston Magazine and has won 4 divisional Pro of the Years honors from the PTR and USPTA including both in 2008. He has been President of PTR New England and Vice President and Secretary of USPTA New England. Recently he co-authored the PTR Manual Practical On Court Applications for Sport Sciences. Doug co-chairs the USPTA National Educational Committee and is a member of the USTA National Sport Science Committee. Doug has coached college tennis for eighteen seasons and completed the USTA High Performance Coaching Program.



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