



# Golf for Cause®

## Turn Golf into Gold®

Driving better business opportunities through the world's most popular game



### Two-Day Business Golf School

*Debbie Waitkus, President and Founder of Golf for Cause®, is a business-golf consultant and speaker who creates and delivers business golf events and education for a variety of organizations. The current President of Women in the Golf Industry, and a member of NSA and SITE, her creative and content-rich programs have been lauded for their innovation and effectiveness. Waitkus is the former president of a \$130 million private mortgage banking firm, where she attributed golf as one of her keys to success. Clients include Empire West Title Agency, General Mills, Golf Academy of America, The Hartford, The LPGA, National Bank of Arizona, SRP, Thunderbird School of Global Management, and Wells Fargo.*



*Joyce Friel, President of Peak Performance Consulting, an organizational development consultancy, specializing in the development and facilitation of leadership and organizational capability in order to optimize both personal and company performance. Clients include, Central Arizona Project, Eastman Kodak, Johnson Carlier Construction, Scottsdale Healthcare Foundation, Sigma Breakthrough Technologies, State of Arizona, The Weitz Companies and YMCA.*

**What:** A 2-day business golf school geared to those wanting to learn how to blend business and golf, regardless of skill level, and to those who want to use golf to increase business opportunities.

- Golf Instruction (4:1 ratio)
- On-Course Play
- Classroom: Targeted Business/Golf Topics (marketing strategies, tournaments, betting games, behavior profiling, and more)
- Lunch and Refreshments Both Days
- Student Handbook, Video Swing Analysis

**When:** Scheduled to meet your needs

**Lead Instructors:** Debbie Waitkus, Golf for Cause  
Joyce Friel, Peak Performance Consulting

**Where:** A variety of venues available

**Cost:** \$xxx\*, limited to 12 participants

**Register:** 602.840.0607  
[dwaitkus@golfforcause.com](mailto:dwaitkus@golfforcause.com)

*Golf is a powerful connector- especially in business.*

According to a 2002 Starwood Hotel study:

58% of executives say the way a person plays golf is very similar to the way he or she conducts business.

97% say that golfing with a business associate or client is a good way to establish a closer relationship.

*Who do you know that needs to get into the swing??*

*\*subject to change due to venue*