

## **Territory - Montreal**

4 Areas, each with approximately 25 golf courses/G3 Golf Clubs operated by a G3 Golf Professional.

Each G3 Golf Professional will develop a client/member base of 100 golfers, each of whom pays \$100/month, 12 months of the year. For this they will receive one 1 hour golf lesson/month plus access to the G3 Golf Life Management app and all Local Market Programming (value \$250/year). G3 Golf Professionals will receive 60% of all revenues generated. At 100 clients/members, this represents \$6,000/month or \$72k/Year. In addition, G3 Golf Professionals will endeavour to build their membership on the G3 Golf Life Management app and Local Market Program to 500 members at \$25/month. For this they will receive 60% which is \$15/month/member. At 100 members this represents an additional \$1500/month or \$18k/year.

Each Area has an Area Manager who is responsible for determining and training all G3 Golf Professionals in their Area, to assist them in attaining their objectives, for setting up their entire Area and for organizing all events which take place within the Area. Area Managers are remunerated at 5% of the Area's revenues including membership and all events which take place at the Area and Territory level. Expectations for Area Manager remuneration are as follows: 25 G3 Golf Professionals x 100 members at \$100/mth x 5% = \$12,500/mth = \$150k/year.

The Territory has a Territory Manager who is responsible for determining and training the 4 Area Managers, for helping the Area Managers to hit their targets and for organizing all events which take place at the Territory level. Territory Managers are compensated at a rate of 25% of the entire Territory's revenues from membership and events at the Territorial level. Expectations for Territory Manager's remuneration are as follows: 100 G3 Golf Professionals x 100 members at 100/mth x 2.5% = \$25,000/mth = \$300k/yr.

## G3Golf.ca

One world. One handicap. All golfers.