



# PGA

Pacific Northwest Section

## PLAYER DEVELOPMENT BEST PRACTICE

PGA Professional:	Connor Sproull, PGA
Facility Name:	Missoula Country Club
Phone:	406-251-2751
Email:	<a href="mailto:connorsproull@pga.com">connorsproull@pga.com</a>

Goals of the program:	My goals for the Missoula Junior Tour were to start a program in the community I grew up in to get more middle school and high school kids into the game of golf.
Program Design:	For the Missoula Junior Tour, I tried to emulate other junior tours but tried to make it more relaxed and fun. It is designed to be open to beginners and early stage junior golfers looking to learn the game while they create friendships with other Missoula junior golfers that they could call on the weekend to go out and play golf at one of the local golf courses.
Tracking Results:	When I first started at Missoula Country Club in 2014 I called the US Kids and they said I could only have a tour in Missoula if I could get 30-40 junior golfers and they didn't think I could recruit that many kids in a small community. So I created the Missoula Junior Golf Tour in 2015 by holding a meeting with all of the local pros and teachers, making flyers and dropping them off at all the schools, gyms, parks and was pleasantly surprised to have over 70 kids sign up to play on the tour in the first year. Every year we have grown by a few kids as we usually lose some of the 17-18 year-olds and gain some of the 13-14 year-old kids that have graduated from PGA Junior League.
Results:	As the Golf Professional of Missoula CC, a born and raised Missoulian and an advocate of junior golf, I take it upon myself to make sure that I have the tour set up to succeed every year. I have a great relationship with all the local professionals and golf coaches, and I believe it has become a stronger bond through the Missoula Junior Golf Tour as it affects all of us in a positive way. Most of my kids can't afford to be members at a country club so they get a pass to one of the 7 other municipal courses we play every summer.



# PGA

Pacific Northwest Section

## PLAYER DEVELOPMENT BEST PRACTICE

<p>Business Impact:</p>	<p>The Missoula Junior Golf Tour has been nothing but good for me, the Missoula Country Club and all the other golf courses in the community. As I explained earlier, not a lot of the junior golfers' families can afford a membership to the country club so I find out all of the prices for a junior summer pass to all of the local municipal courses they play and let the parents know at registration. We have had a few of the families over the last 4 years join the Missoula Country Club and I get a lot of support and pats on the back from the members for organizing it for the kids. As far as personal income, I do make a little bit of money off of it, but in the last few years I have hired one of my Assistant Professionals to help me with the program as I still have to run the daily operations of a Country Club golf shop.</p>
<p>Recommendations:</p>	<p>I think it is a home run for any Golf Professional to start something similar to the Missoula Junior Golf Tour in their community, regardless of the size. If you get it out there to the right people, you will have participation. You look at a guy like my buddy Cameron Milton up in Polson, MT. He worked his tail off to get golf into his small community and through hard work and a lot of communication, he has one of the most successful junior programs in the Pacific Northwest. The big thing for me was to make it fun for the kids. I provide them with breakfast, lunch, raffle prizes, a nice Adidas collared shirt and an Adidas hat. I know that most of the kids won't pursue golf professionally like I was able to do, but what they will do is create friendships they will have for the rest of their lives.</p>