

Golf Course Selection

1. Talk to the Tournament Director or head professional
2. Identify yourself and that you work on Campus and have students, Faculty/Staff and Alumni as potential participants- Some courses would like to form a good relationship with the college.
3. Ask for different days and times to find a lower price
4. Ask if their price includes range balls, food and beverage or other extras
5. Ask if this rate is their Rack Rate- Always get a lower rate than Rack
6. Ask if your students can receive a reduced rate
7. Some courses will charge extra for a shotguns- ask if they can do a mortified shotgun for a reduced rate
8. Call several area courses to have some choices and leverage to negotiate with a course
9. Ask if there is a fee to bring donated drinks and donated food (box lunches, BBQ or other) See if the course can waive any of these fees. Some courses will allow you to bring in donated beverages if you leave an equal amount for the course.
10. Lastly, do not over commit to the number of guaranteed players. You can usually increase your numbers.
11. Make sure you communicate to the golf course with your amount of players and especially on the cut off date.