



**NEW JERSEY  
CHAPTER**  
CLUB MANAGEMENT  
ASSOCIATION OF AMERICA

# NJCMA EDUCATION MEETING

## Tuesday, March 7, 2023

### CORPORATE PARTNERS

#### PLATINUM



#### GOLD

**Donnelly Construction**



BOLLINGER SPORTS & LEISURE | Insurance | Risk Management | Consulting



#### SILVER



#### BRONZE

Allied Beverage Group LLC  
Avenida Clubs  
Biltmore Uniforms  
Bogle Vineyards Winery  
Clubessential  
Direct Machinery  
Donnelly Energy  
Ecker Brothers  
Fedway Associates  
GSI Executive Search  
Gourmet Kitchen  
In Vino Veritas

Leiber Fine Wines & Spirits  
Lux Ice USA  
Marathon Group  
MembersFirst  
M & J Frank  
Opici Wine Group  
Pascal Coffee Roasters  
Sea Breeze  
Vias Wines  
Victory Pest Solutions

### NAVAGATING RACQUETS:

### TRENDS AND THE ROAD MAP TO SUCCESS



*Presented by*

**Jarrett Chirico, PSR, PTR, PPR, PPTR, SCR, USPTA, PPTA**

**Director of Racquets**

**Royal Oaks Country Club**

This session will cover everything from what “Racquets,” is to why it is a necessity now. Jarrett will cover how it will directly impact all clubs and what the future looks like. He will discuss about how to staff, program, and support their leaders as well as how to compensate the correct way so clubs have pros for long periods of time and not directors who are in and out. He will address how for some clubs it is essential to have that motivated leader who is in and out and how that will positively impact the club.

He will share stories, and marketing and show what successful clubs look like all over the country, educational organizations and a ton more. Part will feel like a leadership talk because that is what racquets is now. The leadership in racquets directly impacts the club as a whole. It will be fantastic! He will also touch on numbers and trends for example pickleball has grown by 39.3% last year (which is under reported) however, the big picture is how 1.5 million new tennis players came from pickleball. That is the true stat that tells the story.

#### Indian Trail Club

830 Franklin Lake Road  
Franklin Lakes, NJ 07417

Registration: 10:00 am  
Program: 10:30 am—11:30 am  
Pickleball Clinic: 11:30 am

**We request attendees please bring your own pickleball paddles**

Networking and Lunch Following

1 Education Credit  
\$50.00 per person

Register online at [www.njcma.org](http://www.njcma.org)

# Jarrett Chirico

## *Director of Racquets Royal Oaks Country Club*

Jarrett Chirico is the Director of Racquets at Royal Oaks Country Club in Dallas, TX. He has an extensive background as both a director and former player, as well as a creator of several esteemed programs in the country.

As a junior, he was ranked top 20 in the world and number 1 in the US in every age group. He played NCAA at the University of Virginia, and world team tennis for the Philadelphia Freedoms.

He has directed many top tier tennis and paddle programs in the Northeast and the largest pickleball program in the country retaining over 1,000 people weekly. He is currently one of the best pickleball players in the world and the founder of clay court pickleball.

Jarrett has an extensive background in all aspects of racquet sports management including budgeting and projections; programming; marketing; maintenance; strategic planning; facility design; and pro shop management.

He was awarded Professional Tennis Registry's (PTR) Professional/Member of the year by Racquet Sports Industry (RSI) magazine and Professional Pickleball Registry's (PPR) 2020 and 2022 Pro of the year as well as being one of the 2020 and 2022 Champions of Pickleball.

In addition, he holds certifications from the USPTA, PTR, PPR, PPTR and the PPTA as well as being a national pickleball (PPR) clinician and Vice Chairman.

Jarrett is also a published author in numerous professional publications and a keynote speaker nationally. He has spoken at the 2019, 2020 and 2021 International PTR Tennis Symposium, 2020





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## EDUCATION MEETING

**Jarrett Chirico  
Indian Trail Club**

**Tuesday, March 7, 2023**

### Registration Form

CLUB NAME \_\_\_\_\_

MEMBER NAME: \_\_\_\_\_

GUESTS FULL NAME: (Please Print)

1. \_\_\_\_\_

6. \_\_\_\_\_

2. \_\_\_\_\_

7. \_\_\_\_\_

3. \_\_\_\_\_

8. \_\_\_\_\_

4. \_\_\_\_\_

9. \_\_\_\_\_

5. \_\_\_\_\_

10. \_\_\_\_\_

Please make your check for \$50.00 per person payable to Indian Trail Club and send your check and reservation to:

**Indian Trail Club**

**830 Franklin lake Road**

**Franklin Lakes, NJ 07417**

Amount Enclosed: \_\_\_\_\_