MSR Cycle 15A Ends June 15, 2018

The end of MSR Cycle 15A is less than one year away. Personalized letters have started being mailed to Members who are required to earn MSR credits and who have not yet met the full and complete cycle requirements. The first wave of letters was mailed on October 4, 2017 to Sections 005-115. The second wave will follow the week of October 16, 2017 to Sections 120-230.

An Alert message has been added to the Member’s Dashboard on PGA.org, an MSR message has been placed on the Membership Landing Page once logged into PGA.org and an article was placed in the September 20, 2017 edition of the PGA News newsletter. Additional communications will be shared with the Members between now and June 15, 2018 in the hopes of getting a greater number of members to satisfy this requirement.

Overall, only 29% of the membership has satisfied this requirement. For more details on your Section statistics, log on to the Business Intelligence Site http://biz.pgalinks.com/biz/sections.cfm and click on the MSR block of information. Scroll down to just below the pie chart display, and you will find an area labeled Status by Section. Click on the Not Met column for your Section to obtain a list of members who still need to earn MSR credits.

Sections can also create a Member Status Report using SMS: Click on PGA Custom, Click on Custom Section Reports, Click on Actions, and Select Member MSR followed by MSR Member Status Report. Using the top form (for Cycle 14 or greater) make your selections from each of the drop down options. Each combination of options selected will produce a specific report. You will need to try various combinations until you obtain the best report for your purpose. This is just a report of data selected – you won’t hurt anything. Just try and try again until you find what works best.

Please continue to post credits for Section sponsored activities or forward the data file to Tammy tabishop@pgahq.com and Michelle mamigo@pgahq.com as soon as possible after the event takes place in order for the upload process to be completed in a timely manner. All MSR activity received by the Membership Department will be processed in the order received.

PGA PAK Mailing

The PGA PAK enclosures are is being readied for the collating and mailing process by mid-November. The main component is the 2018 PING Appointment Calendar. Once the list of enclosures is finalized, all Sections will be advised.

Attend the PGA Annual Meeting in Austin

PGA Professionals and University Students are invited to the 101st PGA Annual Meeting, Oct. 31-Nov. 3 in Austin, Texas. Non-delegate professionals can receive up to 16 MSR credits in the PGA Required Category.

Plan Your Fall Tournament Schedule

Registration for the 2017 PGA Tournament Series presented by GolfAdvisor.com opens on Wednesday, Oct. 18. Six events will be held in November and December at PGA Golf Club with $11,500 sponsor dollars added to each event's purse. See the schedule

Diversity

Different Individuals
Valuing Each other
Regardless of Skin
Intellect Talents or
Years.

MEMBERSHIP MATTERS
Volume 2, Issue 79, October 2017
LAUNCHED IN 2016, PGA LEAD is designed to identify, mentor and progress PGA Members from diverse backgrounds along a guided path to volunteer leadership roles in the Association at the Chapter, Section and National levels. Integrating people from diverse backgrounds into our leadership ranks helps position the Association for success for decades to come. The ultimate goal of PGA LEAD is to establish a deep bench of diverse PGA Members who are prepared to ascend to and through the volunteer leadership ranks of the Association. PGA LEAD also assists in developing PGA Members who desire to serve and make an impact on nonprofit boards within their communities.
OVERVIEW

Each PGA LEAD Class is comprised of up to 15 PGA Members who participate in a leadership development experience that is tailored to meet the needs of the participants. The program welcomes PGA Members who are early-on in their leadership development experience, as well as those who are more seasoned. Programming includes the following areas of focus:

- Board Governance
- Conducting Effective Board and Membership Meetings
- Pillars of Leadership
- Developing Your Leadership Presence
- Public Speaking and Presentation Essentials
- Social Media and Developing Your Digital Brand
- Personal Branding and Promotion
- Diversity & Inclusion
- StrengthsFinder® and Fascination Advantage®

Through PGA LEAD, participants have a unique opportunity to engage in leadership and networking activities and to develop their leadership acumen with the support of PGA of America executives and staff, as well as business leaders inside and outside the golf industry.

Annually, PGA LEAD participants attend Association functions—such as the PGA Merchandise Show and the PGA Annual Meeting—to witness leadership in action and personally connect with both industry colleagues and their peers, as they further develop their professional networks. (Travel-related expenses to at least one function annually are reimbursed by the Association.) PGA LEAD participants also convene monthly via video conference.

ELIGIBILITY & APPLICATION

While PGA LEAD is designed to drive a diverse demographic of participants (with consideration to the following protected classes - gender, age, race/color, national origin/ancestry, sexual orientation, disability and veteran status), the program is open to all Class A PGA Members.

PGA Members who meet the following criteria are encouraged to apply for one of up to 15 slots in the 2018-2019 Class of PGA LEAD.

- Class A PGA member for at least one year and in good standing
- Aspires to serve in a national volunteer leadership role within the Association
- Is early-on in their Association leadership development journey and experience
- Committed to actively participating in monthly video conferences and related assignments
- Committed to participating in PGA LEAD for two years, (2018-2019), and PGA LEAD activities at the PGA Merchandise Show and/or PGA Annual Meeting each year
- Committed to making a PGA LEAD presentation at a PGA Section Meeting at the conclusion of the program, as an inspiration to others

The application deadline for PGA LEAD 2018-2019 is Nov. 17, 2017. All submissions are confidential and will be reviewed by the PGA LEAD Selection Committee. To apply, please click here.

For more information, visit the Governance area within the Membership section of PGA.org, or contact the PGA of America’s Diversity & Inclusion Specialist, Linnet E. Carty at LCarty@pgahq.com or (561) 630-1798.
MEMORANDUM

To: Section Executive Directors
From: Slade Eastham
Date: September 29, 2017
Subject: 2018 Playing Ability Test Sites

The time has come to plan for the 2018 PAT schedule. The site and date of any PAT being conducted in January or February of 2018 must be submitted to the National Office by December 1, 2017. All other PAT dates taking place in March, 2018, or after, must be submitted and received no later than December 31, 2017. Additional PAT sites and dates may be added throughout the year, but must be submitted and received by the National Office no later than 45 days prior to the date of play.

Each section is required to schedule a minimum of six sites during the upcoming year. The following are some of the requirements of a PAT host site:

- Men under age 50 play from a minimum of 6,350 yards to a maximum of 6,700 yards. Men age 50 or older will play from 94% of the men’s under age 50 yardage.
- Women play from a minimum of 5,400 yards to a maximum of 5,700 yards. Women age 50 or older will play from 94% of the women’s under age 50 yardage.
- Course rating must be a minimum of 68.0 for both men and women.

Host facilities may charge an on site fee to cover the costs for green fees, cart usage, lunch or range fees. The host professional will be remunerated in the amount of $125 for hosting the PAT.

Please click on the link below and download the PAT Site Sheet to submit all sites and dates for your section. All submissions can be faxed to Slade Eastham via 561-624-8439 or emailed to seastham@pgahq.com. Should you have any questions or concerns, do not hesitate to call me at 561-624-8472.

Click here for Playing Ability Site Information Sheet
Click here for Playing Ability Test Materials
**2018 PGA/USGA Rules of Golf Workshops Schedule**

<table>
<thead>
<tr>
<th>Program#</th>
<th>Location</th>
<th>Dates / Days</th>
<th>Registration Deadline</th>
<th>USGA Instructor</th>
<th>PGA Instructor</th>
<th>Coordinator</th>
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<tbody>
<tr>
<td>18101</td>
<td>Port St. Lucie, Fla.</td>
<td>January 4-7, 2018 Thursday to Sunday</td>
<td>1/1/2018</td>
<td>Kathryn Belanger</td>
<td>David McAtee</td>
<td>Mike Healy, PGA</td>
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<td>18102</td>
<td>Braselton, Ga.</td>
<td>Jan 29-Feb 1, 2018 Monday to Thursday</td>
<td>1/15/2018</td>
<td>David Staebler</td>
<td>Tom Carpus</td>
<td>Kelsey Solan, USGA</td>
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<td>18103</td>
<td>Phoenix, Ariz.</td>
<td>February 9-12, 2018 Friday to Monday</td>
<td>1/31/2018</td>
<td>Liz Fradkin</td>
<td>Larry Startzel</td>
<td>Ben Schade, USGA</td>
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<td>18104</td>
<td>Las Vegas, Nev.</td>
<td>February 23-26, 2018 Friday to Monday</td>
<td>2/14/2018</td>
<td>Craig Winter</td>
<td>Bryan Jones</td>
<td>Robin Curtis, PGA</td>
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<tr>
<td>18105</td>
<td>Far Hills, N.J.</td>
<td>March 16-19, 2018 Friday to Monday</td>
<td>3/14/2018</td>
<td>David Staebler</td>
<td>Mark Wilson</td>
<td>Daniela Lendl, USGA</td>
</tr>
</tbody>
</table>

PGA Show – Orlando, Fla.; Wednesday January 24, 2018 to Friday January 26, 2018

USGA Annual Meeting, Miami, Fla.; Saturday, February 3, 2018

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**NOTE:** PGA/USGA Rules of Golf Workshops on the new Rules of Golf (effective on January 1, 2019) will be held in the Fall of 2018 and the Winter of 2019.

Information on the dates and locations for those workshops will be available in the late spring of 2018. Registration will open in the summer of 2018 for those workshops.

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**Newly Certified PGA Professionals**

**General Management**
- Heather Angell, PGA
- Scott Kash, PGA
- David McIntyre, PGA
- Andrew Surette, PGA

**Golf Operations**
- Tyler Abegglen, PGA
- Mark Croft, PGA
- Richard Gray, PGA
- Marissa Patterson-Egner, PGA
- Jake Wiese, PGA

**Player Development**
- Erik Crowley, PGA
- Gregory Lake, PGA

**Teaching & Coaching**
- Timothy Cusick, PGA
- Ed DiStefano, PGA
- Adam Farabaugh, PGA
- Loretta Giovannettone, PGA
- Scott Kash, PGA
- Bryan McComb, PGA
- Michael Midgette, PGA
- Glenn Scapin, PGA
- Tracy Schooler, PGA
- Michael Sullivan, Jr. PGA

**Location**
- Winston Salem, NC
- Estero, FL
- Bradenton, FL
- Boonsboro, MD
- Indio, CA
- Downey, CA
- Allen, TX
- Naples, FL
- Gross Pointe Farms, MI
- Shirley, NY
- Estero, FL
- Fort Myers, FL
- North Myrtle Beach, SC
- Apollo Beach, FL
- Zionsville, IN
- Marshfield, MA
# Scheduled Membership Elections

<table>
<thead>
<tr>
<th>Event #</th>
<th>Date</th>
<th>Deadline date</th>
<th>Level 1</th>
<th>Level 2</th>
<th>Level 3</th>
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</table>

Registration will close when maximum enrollment has been met or when the deadline date has been reached. The PGA reserves the right to cancel any program that does not meet minimum registration. If you find it necessary to transfer or cancel your registration, a fee of $300 plus airline ticket change fees will be charged.

Fee: $2000 payable by American Express, MasterCard or Visa. The fee includes round trip air travel, ground transportation to and from the PGA Education Center, lodging at the Hilton Garden Inn, continental breakfasts, lunches and five days of seminars.

Call PGA Membership at 1.800.474.2776 to register for the session you would like to attend. Please refer to the date, event # and level. You must register by the registration deadline listed above. Have available your credit card information, name of the airport from which you would like to travel, your name as it appears on your official identification document (for airline security reasons) and your current email address. You will share a room with another apprentice attending the session. A limited number of single rooms are available at an additional fee collected during the registration process.

8/2017
Renovate and Create Your Dream Home with Low Rates.

Open a Home Equity Line of Credit with a minimum draw of $10,000 by November 30, 2017, & lock in a rate as low as 3.50% APR for 12 months!*

Thinking about home renovations, tuition, vacation, or other expenses? Now is a great time to take out a Home Equity Line of Credit. Rates are as low as 3.50% APR for the first year when you take an initial draw of $10,000 or more at account opening.

* After 12 months (or if your initial draw is less than $10,000) your rate will be as low as Prime + .75% (currently 5.00% APR).
* Rates are as low as 3.50% APR* for the first year when you take an initial draw of $10,000 or more at account opening.
* No closing costs* and no application fees or annual fees.
* Interest-only payment option, potential tax benefits,* and up to 90% of your home’s value.
* Preapprovals in less than a day, and your account is accessible 24/7.
* Convenient repayment options.
* Apply online at mortgage.ibmsecu.org.

*APR = .Annual Percentage Rate. Home Equity Line Of Credit (HELOC) rates are variable and based on creditworthiness and other factors, so your rate may differ. Rates subject to increase based on market conditions. Maximum APR of 18.00%. Minimum credit line is $7,500. Applications must be received by 11/30/17 and funded by 1/31/18 to qualify for promotional offer. Must maintain a $10,000 average balance for the first 30 days to lock in promotional rate for 12 months. HELOC’s without the minimum draw can lock in a rate as low as Prime plus .75. If the HELOC is discontinued or paid off within 3 years, and the Credit Union paid your closing costs, the Credit Union will be reimbursed for the actual closing costs up to a maximum of $400. Offer available on owner-occupied homes. No closing costs feature available on loans up to and including $100,000. In certain circumstances, borrower may need to pay for appraisal and/or title fees, and property and flood insurance may be required. Consult your tax advisor on potential tax benefits. Certain states may not be eligible. Other terms & conditions may apply, contact a Mortgage Representative for details.

We believe in helping you make the most of your money. That’s why we make available “one stop shopping” for investments and financial planning* through IBMSECU Financial Planning & Investment Services. Meet with a Financial Advisor and receive a $25 Bonus†

Whether you’re looking for guidance on just one financial need you want to tackle today, or if you’re interested in putting together a comprehensive plan, the financial planning division offers retirement, investment and insurance plans designed to help you and your family through a lifetime of financial planning needs.

Some of the products and services available to you include:

* 401(k) / DROP Rollovers
* Retirement Planning
* Investment Planning
* Insurance Planning
* Business Planning
* Managed Money
* Education Planning
* Estate Conservation

Learn more about this service at any one of our Complimentary Member Meet and Greets this October and November. Visit ibmsecu.org for dates, times and branch locations. 800.873.5100. Complimentary refreshments will be served.

www.ibmsecu.org/services/investment-services

† Participate in a complimentary financial consultation via phone or in person with a CBSI Financial Advisor between October 1 and October 31, 2017, and receive a $25 bonus. The $25 bonus will be deposited into your IBMSECU Membership Savings account by November 20, 2017. Bonus payments are sponsored and paid for by IBMSECU. No purchase necessary, limit one (1) bonus per potential investor/consultation.

* Securities sold, advisory services offered through CUNA Brokerage Services, Inc. (CBSI), member FINRA/SIPC, a registered broker/dealer and investment advisor. CBSI is under contract with the financial institution to make securities available to members. Not NCUA/NCUSIF/FDIC insured, May Lose Value, No Financial Institution Guarantee. Not a deposit of any financial institution. CBSI is a registered broker/dealer in all fifty states of the United States of America. FR-1898304.1-0917-1019