

# THE 10 MOST COMMON MISTAKES PRIVATE CLUBS MAKE

Golf Property Analysts—Private Club Advisory Services



## Club Advisory Program (CAP)

1. LET FACILITIES DETERIORATE
2. CUT COSTS THAT DIMINISH QUALITY
3. IGNORE MEMBER SATISFACTION
4. LIMIT GOLF COURSE MAINTENANCE
5. DECLINE IN FOOD QUALITY
6. REDUCE SERVICE
7. DON'T REINVEST IN CLUB
8. FOCUS ON COST RATHER THAN VALUE
9. TOO MUCH DEBT
10. RESIST CHANGE

Laurence A. Hirsh  
CRE, MAI, SGA, FRICS  
610-397-1818 (o)  
717-648-4653 (c)  
10 East Sixth Avenue  
Suite 300  
Conshohocken, PA 19428  
Larry@golfprop.com  
Www.golfprop.com



**Do these happen at your club?**

**Clubs aren't perfect and are experiencing challenging times. The Golf Property Analysts (GPA) team can help.**

**In addition to our market, economic and valuation professionals, we've assembled a team of agronomic, management, design, culinary and facilities experts to review, identify and solve club's most pressing short term and long term challenges and help with planning. Let our team of professionals help your club leaders with these and other problems to ensure future success for your club.**

**Call us to learn more and try on our CAP.**

