

Choosing a Consultant

Problem Solving

We often get calls about a variety of challenges and looking for help. Sometimes, it's a simple renovation or upgrade and other times it's more complex, like re-positioning the club in an evolving marketplace.

At Golf Property Analysts (GPA), we're problem solvers and look at each club individually, based on its own specific set of circumstances. We have vast experience over 30 years. We've also teamed with other experts to ensure that we can address all types of challenges and provide clubs with one place to answer all your questions.

We know it's not always easy choosing which firm to engage to help and suggest you ask the following questions when making that important decision:



Laurence A. Hirsh
CRE, MAI, SGA, FRICS

Philadelphia, PA

Arapahoe, NC • Jupiter, FL

Phone: 610-397-1818

Web: www.golfprop.com

E-mail: Larry@golfprop.com



Questions to ask:

1. How many assignments have you completed in the past year? Any similar assignments to ours?
2. Are you a member of any professional organizations or have any professional counseling designations?
3. Will you explain the process of how you envision helping our club?
4. How much time will you spend at our club? When will the assignment be completed?
5. Do you physically visit market competition when you do consulting assignments?
6. What information resources do you maintain on a regular basis?
7. Have you attended or presented golf specific continuing education programs in 2010-2013?
8. Have you published any articles on golf property or club related issues in recognized professional journals or golf/club industry publications?
9. Are you willing to make a personal presentation to the board/membership and answer questions at the conclusion of the assignment?
10. Are you willing to submit client references?
11. Will you team with other professionals to ensure that our club is getting the best possible professional expertise.
12. Will you be available after the assignment is complete for questions and possible follow-up issues?

Cost

Of course, no discussion is complete without addressing the cost. Key to this is defining the scope of the assignment and the method of delivery, each of which contribute to the cost. At GPA, we strive to provide a variety of cost options while ensuring that the scope of the assignment is adequate for the intended purpose. The cheapest option is not always the least costly. It is our mission to provide excellent value and to ensure that the client knows the cost, and what to expect to receive, up front.

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