



## Setting up the Den:



# Presenting my business to the Dragons



## 1) Hello Dragons:

- My name is Claude LeBlanc;
- I come from Campbellton, New Brunswick;
- I am a school teacher and a teaching golf professional; and
- I am a 25-year member of the PGA of Canada.

I'm here to ask you for \$50,000 in exchange for 10% of my business.



2) MY BUSINESS REFLEX MY WEBSITE NAME: **TEACHING GOLF ONLINE.COM** IS A STEP BY STEP HOME LEARNING GOLF PROGRAM.


IT INCLUDES THE FOLLOWING:

1. Access to interactive ebooks that covers the entire program;
2. Golf lessons sent via email delivery to your inbox every 2 days; and
3. Accessible on all devices (computer, phone and tablets).

**STEP BY STEP  
HOME LEARNING  
GOLF PROGRAM  
IN 10 STEPS**

# 3) WHAT IS THE “5 SWING GOLF PROGRAM”?

## STEP BY STEP HOME INTERACTIVE GOLF PROGRAM



**Step 1: THE SET UP**  
The set up is an important component before you even swing the golf club. Learning the 5 elements of the set up will help you to be consistent with all your shots. If you are not consistent with your game, this lesson is for you. Consistency is crucial in order to play to your full potential. The 5 elements are:  
1. Alignment  
2. Feet position  
3. Ball position  
4. Posture (upper body tilt)  
5. Grip

**CONSISTENCY**

**Step 2: THE FULL SWING**  
You will learn the full swing with every club and how to hit the ball far and straight. The two elements essential to the full swing are as follows:  
1. How to produce good weight transfer with your legs; and  
2. Create maximum club head speed with your arms and wrists (lag).

**SWING # 1**

**DIRECTION AND DISTANCE**

**Step 3: PUTTING**  
You will learn putting. Direction and Distance are the two key elements you will learn to improve this part of your game. The right set up will always help you to be consistent. The game of golf consists of the following:  
1. 50% of the game is rolling the ball on the ground (putting); and  
2. 50% of the game is hitting the ball in the air (all other shots).

**SWING # 2**

**SCORING**

**Step 4: CHIPPING**  
You will learn chipping. You will learn how to set up to the ball and choose the appropriate club in order to produce better results.

**SWING # 3**

**SCORING**

**Step 5: PITCHING**  
You will learn the “pitch and run shot” and the “lob shot”. These two shots will enable you to have more control over your short game. Understanding which club to use at different distances will also give you an advantage to play your best.

**SWING # 4**

**SCORING**

**Step 6: BUNKER PLAY**  
If you are struggling in a bunker, this lesson is for you. You will learn how to hit out of a bunker, understand the fundamentals of this shot and which club to use when facing this part of the game.


**SWING # 5**

**SCORING**

**Step 7: MENTAL SIDE**  
You will learn the mental side of the game and the pre-shot routine. You will also learn how to improve your thinking on the course with visualization techniques. Your last thought before hitting your shot is usually your end result.

**VISUALIZATION**

**Step 8: STRATEGIES**  
You will learn how to plan your game using two strategies:  
1. The risk or safe method; and  
2. The queen method.  
Planning your game will help you to play better. These two strategies will definitely help your game.



**PLAN YOUR GAME**

**Step 9: PLAN TO PRACTICE**  
Over 50 educational drills and exercises are included to help you practice the game. Muscle memory exercises are also included in order to help you accelerate your learning process. From the comfort of your home to practicing at the golf club, you will learn how practicing can be fun and rewarding.

**MUSCLE MEMORY EXERCISES**


**Step 10: ONLINE COACHING AND VIDEO ANALYSIS**  
After completing this golf program, students will have access to additional services such as, online coaching and video analysis. Send me a 1 minute video of your swing and I will analyze it and send you my recommendations on how you can improve your motions.

**VIDEO ANALYSIS AVAILABLE SOON!**

4) Three different topics with CONSISTENCY being a priority, will be presented to the DRAGONS. These three topics will definitely improve the skills of any golfer, at any level. I will try to cover as much as possible with the time allotted. **TOTAL: ? MINUTES**

- 1) The set up: I will focus primarily on POSTURE. This will help with CONSISTENCY;
- 2) The full swing: Maintain the PROPER POSTURE for CONSISTENCY (Swing #1); and
- 3) Putting: DISTANCE, DIRECTION AND CONSISTENCY (Swing #2).

## LESSON 1:



**Step 1: THE SET UP**  
The set up is an important component before you even swing the golf club. Learning the 5 elements of the set up will help you to be consistent with all your shots. If you are not consistent with your game, this lesson is for you. Consistency is crucial in order to play to your full potential. The 5 elements are:

1. Alignment
2. Feet position
3. Ball position
4. Posture (upper body tilt)
5. Grip

**CONSISTENCY**

Short lesson #1: Dragon's Den

## Step 1: THE SET UP

People actually do not realize how important it is to set up properly and maintain a good posture during the 3 phases of the full swing. This will able the golfer to achieve CONSISTENCY.

There are 5 elements to the set up:

1. Alignment
2. Feet position
3. Ball position
4. Posture (upper body tilt) = CONSISTENCY
5. Grip

## DRAGONS PARTICIPATION:

Working with Dragons on the POSTURE DRILL.

## LESSON 2:



2. 

**THE FULL SWING**

Step 2: THE FULL SWING  
You will learn the full swing with every club and how to hit the ball far and straight.  
The two elements essential to the full swing are as follows:  
1. How to produce good weight transfer with your legs; and  
2. Create maximum club head speed with your arms and wrists (lag).

**DIRECTION AND DISTANCE**

**SWING # 1**

Short lesson #2: Dragon's Den

When learning the full swing, you will be directed to do the following:

- Maintain the proper posture of the set up for CONSISTENCY.
- Changing angles with your POSTURE during the swing will change the direction of your shot. In order to achieve CONSISTENCY, the POSTURE must be maintained during the 3 phases of your swing:

Phase 1: Backswing

Phase 2: Downswing

Phase 3: Follow through

# **MUSCLE MEMORY EXERCISES**

**I WILL EXPLAIN THE USE OF THE MUSCLE  
MEMORY EXERCISES IN ORDER TO  
ACCELERATE YOUR LEARNING PROCESS.**

**THIS INFORMATION CAN BE FOUND AT  
[TEACHING GOLF ONLINE.COM](http://TEACHING GOLF ONLINE.COM).**

**DRAGONS PARTICIPATION:**

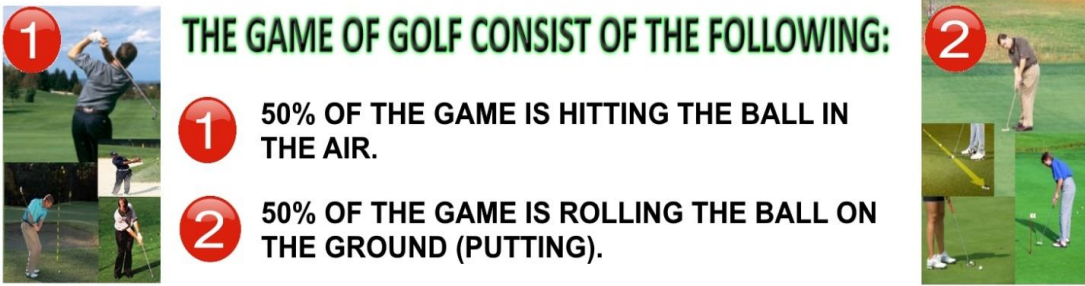
**Working with Dragons on the WEIGHT TRANSFER  
DRILL and (MUSCLE MEMORY EXERCISES).**

# WHAT IS GOLF?

**1** **THE GAME OF GOLF CONSIST OF THE FOLLOWING:**

**1** 50% OF THE GAME IS HITTING THE BALL IN THE AIR.

**2** 50% OF THE GAME IS ROLLING THE BALL ON THE GROUND (PUTTING).

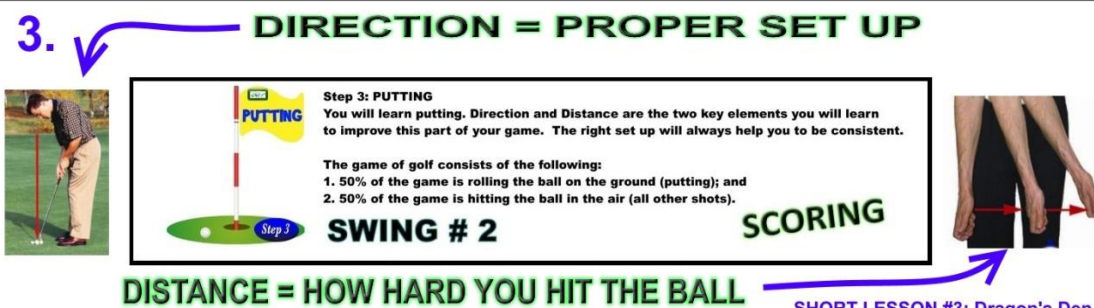


## LESSON 3:

### Putting– DISTANCE and DIRECTION (Swing #2)

- The proper set up when putting will create CONSISTENCY.

**3.** **DIRECTION = PROPER SET UP**



**Step 3: PUTTING**  
You will learn putting. Direction and Distance are the two key elements you will learn to improve this part of your game. The right set up will always help you to be consistent.

The game of golf consists of the following:  
1. 50% of the game is rolling the ball on the ground (putting); and  
2. 50% of the game is hitting the ball in the air (all other shots).

**SWING # 2**      **SCORING**

**DISTANCE = HOW HARD YOU HIT THE BALL**

SHORT LESSON #3: Dragon's Den

## DRAGONS PARTICIPATION:

Working with Dragons on the DISTANCE DRILL.



## **5) WHY ARE PEOPLE NOT TAKING GOLF LESSONS?**

**I notice golfers spending hundreds, sometimes thousands of dollars on equipment yet we rarely see them taking lessons or even practicing.**

**According to research, only 13% of golfers (of any ability) take golf lessons. How come?**

**Here are 4 reasons according to research:**

- 1. Golfers are worried about having their techniques criticized.**
- 2. No time, busy at work.**
- 3. Golf lessons are too expensive.**
- 4. Afraid and or intimidated of taking golf lessons from Golf Professionals.**

## **6) PURCHASING THE PROGRAM:**

**When the program is purchased, the customer receives the following:**

- 1. PDF Interactive ebooks available to view on any electronic device, (computer, phone or tablet) with links to additional information.**
- 2. Lessons sent by email delivery to your inbox every 2 days.**
- 3. Approximately 20 hours of golf lessons.**

# SEND A GIFT TO A FRIEND

## 7) PURCHASE A GIFT FOR A FRIEND ONLINE:

This gift of golf called "5 SWING GOLF PROGRAM" will be sent, by email delivery, to a friend on your behalf.



**8) PURCHASE THE STEP BY STEP HOME GOLF PROGRAM AT CANADIAN TIRE OR WALMART:**

**An access gift card has an inside code, in order to activate the golf lesson program online.**

- **WHY NOT BUY GOLF LESSONS AT CANADIAN TIRE, WALMART OR OTHER SPORTING STORES?**
- **(MORE PEOPLE WOULD LEARN = MORE PEOPLE WOULD PLAY = MORE PEOPLE WOULD PURCHASE = MORE REVENUES FOR ALL CLUBS).**
- **WIN WIN SITUATION ALL THE WAY AROUND.**





My association, being the PGA of Canada, are very interested in supporting me, any way possible. Will talk to you soon.

Thank you.



**Claude LeBlanc**  
**PGA of Canada (25 - year member)**  
**Teaching Golf Professional**