



YOUR GUIDE TO BEING A COACH WITH FRANCO RACQUET SPORTS



WHO WE ARE

About Franco Racquet Sports



Franco Racquet Sports is one of the fastest growing sports companies in Texas. Established in 2018, Franco Racquet Sports has grown more than 100% year over year since it was founded. With a unique customer experience approach that focuses on the use of technology processes, small students to coaches ratio, and an outstanding group of coaches that care about the well being of the customers they teach, Franco Racquet sports is setting the standard for recreational racquet sports in Texas and the United States.

As we continue to grow our programs and service offerings and refine our customer experience, our goal remains steadfast: Improve the quality of life of families through racquet sports and technology.

WHAT WE TEACH

We teach you everything you know to be a great tennis player, from tennis rules to keeping score and basic stroke technique to advanced stroke technique, match-play development, on-court strategy, concentration and mental toughness, and beyond!

WHO WE TEACH

From children to adults, we teach everyone! It doesn't matter if you've never stepped on a tennis court before or if you are a high-performance junior. At Franco Tennis Academy we can help you learn, stay active, improve, and have fun.

Our most common customers are:

- Children with no previous tennis experience
- Adults with no previous tennis experience
- Middle school and high school students trying to climb the ladder within their school or trying to make the team
- Adults playing leagues throughout the year who want to improve their level of play



ABOUT YOUR CAREER

COACHES MINIMUM STANDARD EQUIPMENT

This is the minimum standard equipment you will need to have with you at all times so that we can provide a consistent and quality service.

The investment on the equipment is yours since you are an Independent contractor, as such equipment brought to the lesson should be purchased by you.

- At least 45 Red Balls
- At least 72 Orange Balls
- At least 85 Yellow Balls

- 6 Regular Cones
- 12 Flat Cones
- 1 Agility Ladder
- 1 Jump Rope
- 1 Resistance Band
- Racquet Grip Bands Multicolor (These will be provided upon request)



Only exception is with the balls. (i.e. If you don't have students younger than 8 you won't need red balls, if you don't have students younger than 11 you won't need orange balls, etc). The moment you are assigned a student within said age group you will need to send the office proof of equipment.

ABOUT YOUR CAREER

COACH CAREER PATH

This is the career path you can follow to have more responsibility and increase your pay. You don't necessarily have to follow it but know it is an option.

Coach - Level 1 - Recreational Coach

- Less than 750 Hour of tennis instruction experience
- USPTA Recreational Certification or Franco Tennis Academy suggested Courses
- Teaches an average of 10+ Hours weekly

Coach - Level 2 - Professional Coach

- Less than 2,000 Hours of tennis instruction experience
- USPTA Professional Certification or PTR Professional Certification
- Takes at least 2 USPTA courses or suggested Franco Racquet Sport Courses every year
- Teaches an average of 15+ Hours weekly

Coach - Level 3 - Elite Coach

- At least 4,000 Hours of tennis coaching experience with different groups of students including juniors, adults and high performance
- USPTA Elite Certification or PTR Elite Certification
- Maintain USPTA or PTR accreditation through taking credits on a yearly basis
- Teaches an average of 20+ Hours Weekly

You can lead city programs, or take full ownership of a city on your own as a program owner and can expect hourly increases of between 15 to 30% from what you made as a professional coach. Percentage increase will depend on your metrics, how long you have been with the program and what your base was as a recreational coach (KPI's).

ABOUT YOUR CAREER

HOURS AND RESULTS

Just like anywhere else you will start working a base number of hours (10 more or less) with us. In the weeks following you joining us you will receive more students until you have a full schedule with as many hours as you want to teach (Minimum 15 or 20, depending on your situation). Unlike other academies and country clubs we help you by providing you the customers so you build your portfolio of lessons. Great coaches maintain an average of 25 - 30 Hours of lesson per week.

Although we provide coaches with students we also expect coaches to provide a positive experience. Here is how you will be measured:

- *How much turnover you have on your customers.*
 - A good experience the majority of times means your customer will stay with you through longer periods of time. This will require continuous communication with customers and genuinely caring for them.
- *Customer Referral*
 - How many new students join the academy because they saw you on court and inquired from you.
- *Communication with the office*
 - We work as a team and that will require frequent communication with the office to share, lessons canceled, incidents, challenges and achievements. Making sure you communicate effectively will help us provide a better experience as a team.

OTHER DETAILS:

You will have a contractual obligation to avoid teaching tennis in the 7 mile radius around the areas where we currently have programs, and would strongly encourage you to engage in other types of jobs if you wish to work elsewhere in your spare time to avoid confusions on breach of contract.





TAXES

Depending on your situation you will be either considered a part time employee or independent contractor with 15+ hours a week. Most of our coaches are independent contractors. In that case you will have to file and pay your own taxes (social security and medicare). The best thing to do in such cases will be to keep every expense as it relates to tennis lessons (i.e sunblock, water, clothes for tennis, mileage from and to lessons, racquets, balls and any expense as it relates to tennis). You will be able to deduct all these expenses from your taxes at the end of the year.

Once the calendar year ends you will need to file your taxes from that year. You usually have until mid-April to do the filing. An easy way to do it is to use TurboTax. You will need to have received a 1099- Misc form from us or a W2. You will receive those from us before January 31st



SEASONALITY

You should be able to teach at least 20 hours the great majority of weeks throughout the year. However, there are times of the year such as the last two weeks of December and first week of January where things slow down. This is a time where coaches usually go on vacation. Furthermore, you can expect December, January and February to make income equivalent to 70% of what you would make in any other month. So make sure you budget for those months ahead of time and that way you have no issue during those months.



FREQUENTLY ASKED QUESTIONS

Is there a possibility to grow within the company? - How?

- There is the possibility to grow. Just like in every company it takes time. Based on your skills, achievements, proactiveness and years of experience you are able to move up.

How many hours do I have to/can I work?

- Minimum 10 hours, as many as you want, but the schedule will probably limit you to a maximum of about 30.

How does payment work?

- You get paid every Monday based on the hours you worked during the previous week

How do my classes work in the winter months?

- Winter months in the DFW area are January and February. You will have scheduled lessons during winter months, however there is an increased cancellation rate during those months due to weather.

Can I work another job besides the one I have with you guys?

- Yes, as long as there is no conflict of interest and that it is not in the same field of work.

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