

PGA Career Services Report for Todd Smith
Meeting Date: Mar 9, 2025
Vision and Mission:

PGA Career Services is dedicated to supporting PGA Members and Associates by providing resources and guidance to enhance professional success and satisfaction. Our mission is to empower individuals to navigate their careers by offering expertise in career planning, job search, compensation negotiation, and by building strong employer partnerships to promote the value of golf professionals in the industry.

Fiscal Year 2024 Overview:

In Fiscal Year 2024, we witnessed a dynamic job market with a total of 155 job posts spanning various roles within the golf industry. Here's a breakdown of the positions listed:

- Assistant Professionals: 64
- Director of Golf: 3
- Golf Operations: 29
- Head Professional: 13
- Teaching and Coaching: 18
- Sales: 6
- Executive Management: 7
- Others: 15

Through this broad spectrum of opportunities, we have facilitated the connection between skilled professionals and potential employers, ensuring a strong alignment with the evolving demands of the market.

Interactions and Engagements:

I had a total of 1,133 interactions over the fiscal year. These interactions were pivotal in fostering relationships and supporting the professional growth of our members:

- 321 interactions with employers were focused on providing guidance and building strong partnerships.
- 210 compensation negotiations aided our members in securing fair and competitive remuneration.
- 140 job search consultations assisted individuals in identifying and pursuing fitting job opportunities.
- 120 career planning sessions equipped members with strategic insights to advance their careers.

These engagements are foundational to our commitment to the PGA community, enabling members to thrive in their roles and contribute positively to the sport's growth.

My continuous support and dedication to enhancing the careers of golf professionals stem from our belief in the importance of the PGA's expertise and influence. As we move forward, PGA Career Services remains steadfast in its mission to inspire and support each professional in realizing their career aspirations, ultimately contributing to the robust and thriving golf industry.

Todd Smith

Fritz Middleton