

WELCOME!

From Interest to Interview

How to Identify and Compete for Your Dream Job As Only You Can

A Four-Session Webinar Series Focusing on Careers exclusively for RSPA Members

Helping professionals be more intentional in charting their Career Progression and more successful when pursuing their '*dream*' Job.





RACQUET SPORTS
PROFESSIONALS
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DirectorSearch
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From Interest to Interview

*How to Identify and Compete for Your Dream Job
As Only You Can*

John Wilkening, CCM | Brian Armstrong, CCM | Chris Gale, DCA
Ryan Johnson, JD, RSPA, CRSE | Tom Daglis, RSPA, CRSE | **Mark McMahon, RSPA**

May **1** – 8 – 15 – 22 at 2PM Eastern

Webinar #1



WORLD RACQUETS CONFERENCE
September 21 - September 25, 2025 | Kona, Hawaii





How to Win

WIN (1) REGISTRATION FOR THE 2026 CRSE PROGRAM valued at \$2,995

or

(1) REGISTRATION FOR THE 2025 RSPA WORLD RACQUETS CONFERENCE valued at \$599

May 1 – 8 – 15 – 22 at 2PM Eastern

1. Participate live, or via the recording, in each of the webinars, by May 31
2. One thing you learned as a result of a previous interview experience
3. One thing you may do differently in your next job search after this series



Our Host



Rachel Stofan
Director of Marketing & Communications
McMahon Careers



Our Moderator



Brian Dillman
RSPA Chief Executive Officer



Webinar #1 - Part One

Setting Your Career S.M.A.R.T Goal



Mark McMahon, RSPA, CRSE
RSPA Master Professional
McMahon Careers Founder & President



Setting Your Career S.M.A.R.T Goal

- Establishes the foundation for everything else you will do to prepare for your next opportunity.
- Is the foundation of this webinar series
 - Specific
 - Measurable
 - Achievable
 - Realistic
 - Time Sensitive



Setting Your Career S.M.A.R.T Goal

- **Specific** (role, type of club, location, compensation, on court hours)
- **Measurable** (metrics for achievement - compensation versus teaching)
- **Achievable** (realistic per previous experience and time-frame)
- **Relevant** (aligned with your horizon objectives – i.e. next job/lifestyle)
- **Time-bound** (a “squishy” deadline that helps determine actions)



A Career S.M.A.R.T Goal Example

- **Director of Racquets** at a **member owned club** in the **southeastern region** (i.e. North Carolina, South Carolina, Georgia, Florida) with at least **two racquet sports**. The ideal club will have **8-12 tennis courts, 6-8 pickleball courts and 3-4 assistant pros** with instructional revenue of **\$400K - \$500K**, with visible opportunity for growth, by **December 31, 2026**.
- The ideal location will be **Jacksonville, FL**. (however, I am willing to relocate anywhere in this geographic region) and the club will be **family-oriented** with **about 1000 +/- members** that values **a healthy work/life balance**.
- Ideal **total compensation package** will be **\$180K - \$200K** plus benefits, with a base salary of **\$90K - \$110K** and approximately **15-20 hours** of weekly on court teaching.



Webinar #1 - Part Two

Crafting Your Public Profile & Online Resume



Ryan Johnson, JD, RSPA, CRSE

Director of Racquets, Paradise Valley Country Club
McMahon Careers, Young Professionals Group Liaison



Tell a Coherent Story



Ryan Johnson, JD, CRSE, RSPA, DCA 

Director of Racquet Sports at Paradise Valley Country Club, McMahon Careers Liaison, RSPA Southwest Vice President, RSPA Coach Developer

 Paradise Valley Country Club

 University of Arizona, James E. Rogers College of Law

About

I develop and lead world-class racquet sports programs by delivering a broad spectrum of high-quality offerings and cultivating an inclusive, welcoming environment that drives engagement and consistently exceeds member expectations. As a servant leader, I am deeply committed to sharing my expertise and passion for racquet sports with my colleagues, supporting their ongoing personal and professional development as we collectively strive to grow and shape the future of the racquet sports industry.



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Webinar #2

Thursday May 8 at 2pm EST

The Application, Cover Letter, Resume, and Initial Interviews



Tom Daglis, RSPA, CRSE
RSPA Master Professional
Executive Search & Education Consultant
McMahon Careers

The Difference Factor – Leveraging Your (EQ) Skills to Land Your Dream Job



John Wilkening, CCM
General Manager/COO
North Hills Club, Raleigh, NC



Webinar #3

Thursday May 15 at 2pm EST

The Job Discovery Process: Deciding If A Job Is Right for You



Mark McMahon, RSPA, CRSE
RSPA Master Professional
Founder & President
McMahon Careers

Preparing for Your Onsite Interview - A Professional's Perspective:



Chris Gale, DCA, RSPA
Director of Racquets
Bent Tree Country Club, Dallas, TX



Webinar #4

Thursday May 22 at 2pm EST

Preparing For Your Onsite Interview - A General Manager's Perspective:



Brian Armstrong, CCM
President Armstrong Consulting
McMahon Careers Executive Search
and Education Consultant

Taking On Feedback – The Art of Continuous Learning & Growth After the Interview



Mark McMahon, RSPA, CRSE
RSPA Master Professional
Founder & President
McMahon Careers



END HERE

