



## 2012 Skate Canada ACGM

### The Business of Coaching: Navigating Coach / Club Contracts

#### A) IN THE BEGINNING

- **A Skating Club**
  - Incorporated
  - Unincorporated
  
- **Volunteers**
  - Unpaid
  - Part-time
  
- **Professional Coaches**
  - Paid
  - Full-time
  - Part-time
  
- **Investment / At Risk**
  - Volunteer:
    - Time
    - Stress
    - Child's advancement
  - Coach:
    - Career
    - Income
    - Reputation
  - Skaters:
    - Learning
    - Skills
    - Recreation
    - Competition

#### B) GETTING DOWN TO BUSINESS

- **What is a contract**
  - Offer
  - Acceptance
  - Consideration



- **Things to Consider**
    - When to negotiate
    - Where to negotiate
    - Who should negotiate
  
  - **Terms of the Contract**
    - Parties
    - Duration of contract
    - Hours of work
    - Rates of pay
    - Responsibilities
    - Method of termination
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#### **C) EVALUATING PERFORMANCE**

- When to evaluate
- Who should evaluate
- How to evaluate

#### **D) RENEWING THE CONTRACT**

- Whether to renew
- When to renew
- How to renegotiate

#### **E) ENDING THE RELATIONSHIP**

- Not renewing the contract
- Early termination
- Cause for termination
- Reasonable notice

#### **F) IN THE END**

- Cooperation
- Professionalism
- Respect