

TANDEM CLUB PARTNERS

PERSPECTIVE

How to Lose a Club In Ten Months

Not possible, you say? I beg to differ. I've seen it from the "cheap seats" as the club across town spiraled out of control and wound up in the hands of a third party management company and I have had the displeasure of experiencing this firsthand. Club leadership is fragile and can change directions quickly and aggressively. Any organization with constantly rotating leadership is susceptible, as the lack of continuity, multiple perspectives, personal agendas and, most dangerously, massive egos fuel multidirectional focus and can create divisions and factions within the board putting the GM and their team in professional purgatory. Much like kids in a divorce, club managers can find themselves being forced to choose sides...danger danger. So, what does this look like? What is the typical cautionary tale that can help one realize when their club may be exhibiting these symptoms? Below is a timeline based on actual events and industry-proven "red flags" that are an all-to-common occurrence.

