



**NEW JERSEY  
CHAPTER**  
CLUB MANAGEMENT  
ASSOCIATION OF AMERICA

## NJCMA EDUCATION MEETING

**Tuesday, April 18, 2023**

### CORPORATE PARTNERS

#### PLATINUM



#### GOLD

**Donnelly Construction**



BOLLINGER SPORTS & LEISURE Insurance | Risk Management | Consulting



#### SILVER



ARCHITECTS/PLANNERS  
INTERIOR DESIGNERS



#### BRONZE

Allied Beverage Group LLC  
Aqua Fresca  
Avendra Clubs  
Biltmore Stylings  
Clubessential  
Direct Machinery  
Donnelly Energy  
Ecker Brothers  
Fedway Associates  
GSI Executive Search

Jonas Club Software  
MembersFirst  
M & J Frank  
Opici Wine Group  
Pascal Coffee Roasters  
Preferred Business Systems  
Sea Breeze  
Vias Wines  
Victory Pest Solutions

## The "Big Time-Long Time" Staff Happy Toolbox



**Founder and President of "Tribal Magic"**

"Staff Happy" is the key to success in the hospitality business. Staff who are "Big Time-Long Time Happy"---whose lives have been enlarged and enriched by the work experience---join, stay, perform and trumpet the virtues of the workplace experience.

Every manager's toolbox needs to be filled with "Big Time-Long Time" Staff Happy Tools---tactics they can use to keep the employee team productive, stimulated and Big Time Happy for a Long, Long Time.

This seminar will address tactics managers can use to create a "Big Time-Long Time" Staff Happy work environment.

### Fiddlers Elbow Country Club

811 Rattlesnake Bridge Road  
Bedminster, NJ 07921

Registration: 3:00 pm  
Program: 3:30 pm—5:30 pm  
Networking Reception Following

2 Education Credits

Register online at [www.njcma.org](http://www.njcma.org)

# GREGG PATTERSON

## Founder and President “Tribal Magic”

**Gregg Patterson** became the General Manager of The Beach Club in 1982 and spent 34 glorious years as their GM, stepping aside for the “next generation” and his next adventure as a full time speaker and writer with his new company “Tribal Magic!!!” in 2016.

Gregg has been a featured presenter at various business workshops, club management seminars, assistant manager conferences and hospitality forums in North America, South America, Europe and Asia; teaches club management courses at The Business Management Institute (BMI-II and BMI-V); was an Adjunct Professor in the Collins School of Hospitality Management at Cal Poly University, Pomona for fourteen years; and is a visiting lecturer at various universities both in the states and around the world.

Gregg also writes for *Board Room* magazine, *Club Management* magazine, *Club Management Perspectives*, *Golf Retailing* magazine and *The St. Andrews Management Center* and is the author of *Reflections on the Club Experience*, an anthology of essays on club cultures and operations. In acknowledgement of his efforts as an educator in both the university and the corporate worlds, he was awarded the 2002 *Gary Player Private Club Educator of the Year Award* by Board Room magazine, the *Club Executive of the Year* by the Club Management Association of America in 2015, the *Lifetime Achievement Award* by the Asian Pacific Hospitality Summit in 2015 and the 2015 Board Room magazine *Award of Dedication* “for his timeless, energetic and dedicated service to the private club industry.”

Gregg and Elaine---his wife of 41 years---live, work and play in Los Angeles, California.





## EDUCATION MEETING

**Gregg Patterson**

**Tuesday, April 18, 2023**

## Registration Form

CLUB NAME \_\_\_\_\_

MEMBER NAME: \_\_\_\_\_

GUESTS FULL NAME: (Please Print)

1. \_\_\_\_\_

6. \_\_\_\_\_

2. \_\_\_\_\_

7. \_\_\_\_\_

3. \_\_\_\_\_

8. \_\_\_\_\_

4. \_\_\_\_\_

9. \_\_\_\_\_

5. \_\_\_\_\_

10. \_\_\_\_\_

Please make your check for \$65.00 per person payable to Fiddlers Elbow CC and send your check and reservation to:

Annette Ruiz

Fiddlers Elbow CC

811 Rattlesnake Bridge Road

Bedminster, NJ 07921

Amount Enclosed: \_\_\_\_\_