

RSPA/USTA Intermountain New Player Incentive Challenge is in play



More novice players mean more revenue fast!

Considering an average new 2.5 player has 1-2 children, local pros estimate total revenues from a seven-person team amounted to more than \$20,000 in additional revenue through private lessons (adult and junior), team clinics, league fees, social event fees, new equipment, food and beverage, clothing and shoes, and coaching fees to attend matches.

Without the investment of a highly qualified professional, 82 percent of new players leave the game! You have a financial partnership provided by the RSPA Intermountain Division and the USTA Intermountain Section.

Who is eligible?

All RSPA Intermountain Division Professionals in good standing. The program is intended to reward those directly engaged in the recruitment and management of 2.5 Women's or 3.0 Men's level players.

What is considered a new player?

Every new 2.5 woman or 3.0 man registered on a team in TennisLink is considered "new" and eligible for the \$25 incentive.

New team incentive

Any 2.5W or 3.0M team registered in the **USTA Adult 18 & Over League** that consists of 50 percent or greater new players receives \$400 per team.



How do I report new players and teams?

To receive your incentive, all pros must be in good standing with RSPA. Reimbursements will be available only as long as our funds allow, up until **July 15, 2026**. Submissions will be date-stamped to recognize the order in which they are received should funds become limited. **Regardless of date received, payments will be processed at the end of the incentive period.** Please fill out the New Player Incentive form by July 15, 2026.

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"The 2025 RSPA World Conference was amazing. Whether it was the opportunity to learn from world-class presenters or compare notes with other attendees facing similar challenges, the knowledge gained was invaluable. But most significant of all was the opportunity to network, both with Intermountain colleagues and folks around the country and the world. I highly recommend that all levels of RSPA pros make the time and spend the treasure to attend these conferences in order to advance their skills and careers. Working with the new women's 2.5 players from Cheyenne and Casper in 2025 was an awesome experience, helping them navigate the competitive stress of USTA League play for the first time. Thank you to RSPA Intermountain and USTA Intermountain for the opportunity and support. It is so appreciated."

Peg Connor

"I was very happy to participate in the New Player Incentive program in 2025. We typically struggle to fill League teams in my state, partly due to a lack of incoming players, so this incentive program helped to bring in first-time League players who we hope will fill League teams for years to come. The biggest pushback from the new players was that they were intimidated by the idea of playing in a league. It helped to have a coach they knew and were comfortable with assisting with the team setup and being at the site to help answer any questions. I hope that this incentive program has brought down a barrier in these players' minds that was keeping them from taking part in Leagues. The new team enjoyed the experience and were excited about playing again in a future league."

Tim Hough