



Dear Friends,

I am sure that everyone knows my loyalty and my dedication to Memphis National Golf Club. I honestly consider this Club as my second home (first home sometimes). I know that most everyone is aware that I have decided to step down as the General Manager of MNGC and put my entire efforts back out on the golf courses as your Superintendent. I am very proud to have had the opportunity to be your General Manager. I hope that you feel that I made some difference to your entire experience at the Club.

It became obvious to me just recently that it is not fair to the Members of this Club to not get 100% of my efforts in any one department. Not that my efforts are the difference, but I'm smart enough to know that 100% is more than 20%. With complete support from Century Golf Partners I have decided to give you my full services as your Golf Course Superintendent. I would not dare down play the job that Phillip Carter did while I was serving you as your General Manager. The experience he has gained plus mine will make for an exceptional team managing the golf courses.

I want you have ultimate confidence that Century Golf has hired the right person to be your new General Manager. Mr. Jon Kitchens has accepted the position and he has my complete support. Jon and I will work closely together to take Memphis National to a great new level. Jon comes to use with 21 years of experience in the Private Club industry. Jon will be leaving a Club in Jacksonville, Fl where he has been the General Manager for 5 years. Jon has a total of 11 years experience as a Private Club General Manager. I have personally met Jon (even played golf with him) and I can assure you that I am excited to soon work with him to improve Memphis National.

I want to make sure that everyone knows that we have Century Golf's full support and commitment. The evidence is apparent with the, almost entire fleet, of new equipment that we will be getting in the maintenance department. Some of the equipment has already arrived (as you know) and I think you can see the improvement of the quality of the golf courses. Keep in mind that Century Golf committed and delivered the new Champion Greens that they promised. That didn't turn out half bad did it? I cannot be more excited about the future of this Club. With just 100 net new members we will have some serious money to spend on your Club.

I am asking for your help because I know the potential of this Club. We could very easily have 2 of the best golf courses in the Memphis Area. All we need to do is work together! We currently have 524 full golf Members. Ask yourself "Can I bring 1 new member to the Club?" The math speaks for itself Just bring one new friend to the Club, and we have our 100 net new and then some. By the way, the money for you to spend doesn't stop at 100. We could scare up \$1,000,000 to spend how you want it on your golf course. Think about it... CAN I BRING 1???

Thank you all for your support of me while filling the role of General Manager. I'm not going anywhere so the support can just keep coming.



Brian Pope

Director of Agronomy | Memphis National Golf Club

Century Golf announces new plan!

see inside for more details...



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*Where Champions
become Legends*



**2011
KEY DATES**

October 15-16
Member/Member

October 22-23
MNGC Couples
Championship

October 29
LGA Closing
Tourney

**EVERY
Wednesday!**
MGA Scramble
LGA Play Day

**EVERY other
Friday!**
Couples 9 Hole
Scramble
Begins Spring
2012



Memphis National
GOLF CLUB Remember...
Greens etiquette is everyone's responsibility!



Job Well Done!

The successful transformation from bentgrass to champion bermuda on the Legends course will greatly enhance the golfing experience of our membership for years to come!!

**Century Golf
Announces NEW
Partnership Fund**



This is an amazing opportunity that is designed to make major upgrades to your club in the near future and beyond.

For those of you who are not familiar with the Partnership Fund, think of it as a bonus for hitting a target goal. The goal is to reach a net membership gain of 100 New Members before May 1, 2012. The bonus will be a minimum of \$556,800 to be spent on major upgrades to your club!! If we reach a net membership gain of 150 New Members your club will receive an additional \$278,400!!

The Partnership Fund money will be used for projects above and beyond budgeted expenses and capital improvements. This is money that will be used to enhance your enjoyment of the club. The beauty of the Partnership Fund is that you get to help choose where the money is spent at the club.

Projects that were completed under the original Partnership Fund (2003-2007) include:

- The short game practice facility and redesign of the 18th hole of Champions
 - Complete remodeling of the restaurant and rest rooms
 - Tee box renovations
 - Drainage upgrades on both courses
- Purchase of fountains for the lake behind the clubhouse
- Construction of permanent rest rooms on the front nine of Legends
- Redesign of the 11th hole on Legends (fairways & drainage)

In order to help your club accomplish the 100 net member goal, the club created a Preferred Membership Offering. The Preferred Offering allows anyone who is sponsored by an Existing Member to enroll now and begin paying dues April 1, 2012. There is currently an initiation fee of \$710 (which may be financed through April 1, 2013) and a commitment until April 1, 2013. This Preferred Offering will help jump start the enrollment velocity and help us reach the goal of 100 Net Members before May 1, 2012.

As you can see, this is a great way to enhance the enjoyment of your club without paying any additional fees. All you need to do is invite your friends to become Members of your club. Please feel free to request membership invitations from the Club Membership Director, Woody Burchett.

Current Members will receive a 20 round cart pass for each person they sponsor. This is an exciting time to be a Member of Memphis National Golf Club and thanks in advance for helping take our Club to the next level!!

Mike Lyons,
Memphis National Ambassador Committee, Chairman
Memphis National Partnership Fund Committee



Book your Holiday Parties NOW!

Prime dates are quickly being filled, so make your plans and set the date. For times and availability, contact Ann Lowery, Catering Sales Director, alowery@palmergolf.com or 901.853.8058 ext. 23.