



Building Excellence in Discover Sailing

Successful learn to sail programs and service to encourage people into sailing



Topics



AS Learn To Sail Framework



Discover Sailing Centre Resources



Statistics & Goal Setting



Australian Sailing Learn To Sail Framework



Following the syllabus



Quality is never an accident. It is always the result of intelligent effort – John Ruskin

WHY?

- To ensure some process and consistency in your club's delivery of LTS
- To save each individual instructor reinventing the wheel
- To ensure best practice- the resources, techniques, methods, sequence and language has been developed by experts
- To deliver a consistently impressive program

HOW?

- By familiarising yourself with the resources your instructors use
- By educating your instructors on the process-especially newbies
- By observing the delivery of a course occasionally
- By checking in with the instructor one on one or in a group
- By asking participants for feedback
- By asking an experienced observer to sit in and evaluate

Course timing and structure



Start Helming
Recommended Run Sheet

Course Outline	
Session	Duration
1	3hrs
2	3hrs
3	3hrs
4	3hrs
Total	12hrs*



*12 hours is the suggested minimum time, and can be manipulated to run over as many sessions the centre/instructor deems appropriate, e.g. 2 x 6hrs

Course Objectives

At the end of the Start Helming course, participants will:

- Meet all Start Helming criteria outlined in the Keelboat Syllabus and Logbook:

- Why do we need to stick to the recommended times and where do we find that info?
 - > Don't start a fight to the bottom of the barrel (club v club)
 - > Don't short-change the program
 - > Don't short-change your client
- How do we allocate time to sessions and ensure we cover the syllabus?
 - > refer to your run sheets and session plans
 - > refer to your course total required hours
- When should we run a course? Holidays, after school, weekends?
 - > consider your target client
 - > consider the availability of volunteers/club resources
 - > consider your instructors own sailing time needs



DSC Resources – Make sure your Centre is the best it can be!

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Become a team to deliver quality learn to sail experiences



DSC Resources 1

Where are they?

AS website>Club & Class Resources>Training

<https://www.sailingresources.org.au/discover-sailing-centres/>



DSC Resources 2

Why do we need them?

- Compliance
- Risk Management
- Health & Safety



Online Learning Resources 1

Where are they?

AS website > Club & Class Resources > Training

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Online Learning Resources 2

Why do we need them?

- Improve, refresh or gain new knowledge
- Gain endorsements
- Gain qualifications
- Provide us with insights



Retention and Succession Planning of Your Instructors

- Check & confirm instructors' knowledge
 - Instructor resources
 - How to become qualified
 - Program endorsements
 - Maintaining qualifications
 - Pathway opportunities
- Offer opportunities
 - Engage with them
 - Chances to upskill
 - Take on extra responsibilities





Statistics & Reporting – Why you should know your numbers

Annie Watson – Acting General Manager

2022 Building Excellence Workshop

Australian
Sailing 

Making your Numbers Count

Make sure your participants use RevSport to enter the course

Make sure you link your courses correctly

Make Sure you complete your participants in RevSport as soon as the course is finished

Do you know your Retention Rates?

By running reports in RevSport you will be able to see your retention rates

Keep a spreadsheet of all your participants for every course



Making Goals for your Discover Sailing Centre

Annie Watson – Acting General Manager Qld

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QLD Centre Rankings 2022

Centre Ranked by Completed Participants

Full Courses

Name	Completed
Royal Queensland Yacht Squadron	503
Keppel Bay Sailing Club	190
Southport Yacht Club	174
Tinaroo Sailing Club	97
Townsville Sailing Club	80
27 South Ocean Training	76
The Southport School Sailing Club	70
Darling Point Sailing Squadron	57
Humpybong Yacht Club	57
Maroochy Sailing Club Inc	47
Cairns Yacht Club	36
Sunshine Sailing Australia	34
Capricornia Cruising Yacht Club	17
Lake Cootharaba Sailing Club	14
Oxley Sailing Club Inc	14
The Mooloolaba Yacht Club Ltd	10
Townsville Yacht Club	7
Whitsunday Sailing Club	6
Port Curtis Sailing Club	3
Total	1492

Make a Commitment

How many courses are you going to run next Quarter?

Do you need more Instructors?

What marketing do you need?

Who can help make this commitment a reality?



Thank You

