

ARIZONA
ATHLETIC
CLUB



July 24, 1993

Michael R. Lowdermilk
Director of Tennis:
Arizona Athletic Club
1425 W. 14th Street
Tempe, AZ 85281
(602) 894-2281

To whom it may concern:

As an accredited professional in the tennis/service industry for over 15 years, I have had the opportunity and privilege of working and interacting with a number of qualified and distinguished professionals.

These include such individuals as Billie Jean King, Arthur Ashe, Peter Burwash, Stan Smith, Dr. Jim Loher, and Dennis Van der Meer.

In 1982 I received the highest professional rating from the United States Professional Tennis Registry and subsequently worked as Director of Tennis for Van der Meer - Hilton Head Inn Tennis on Hilton Head Island, South Carolina. I was then promoted to work as Director of Tennis for Van der Meer Tennis University Midwest at the nationally acclaimed Lodge of Four Seasons Racquet and Country Club in Lake Ozark, Missouri.

Under my direction, the Lodge received a number of impressive distinctions which included the 1989 MVTA Facility of the Year Award, "Top 25 U.S. Tennis Resorts", (Gentlemans' Quarterly), "One of the 50 Greatest Tennis Resorts", (TENNIS magazine) and the "1989 Gold Racquet Resort", (Racquet Magazine).

In 1990 I began working as Director of Tennis at La Camarilla. During this time I hired Jerry Berlin to assist me in implementing and coordinating the tennis programs. As my assistant, Jerry demonstrated the utmost in professionalism. He was consistently on-time to all organized meetings and on court clinics, etc.. He showed tremendous dedication to his students by providing them with excellent individualized attention.

Jerry's teaching style and ability are also exceptional. As a certified USPTA and USPTR professional and certified stringer, he has a thorough understanding and appreciation for the biomechanical fundamentals as well as the on - court tactical game. Jerry quickly and effectively identifies the most significant areas of a player's game. He then offers precise corrective suggestions and techniques helping the individual to make the necessary adjustments to their game.

1425 West 14th Street
Tempe, Arizona 85281
(602) 894-2281



In addition to Jerry's on - court teaching skills, he is well versed in all phases of operation of a tennis facility. He has been working in the field for close to 20 years overseeing the management, program development, and efficient execution of a number of different and varied facilities. I have often called on his expertise and experience in organizing tournaments, adult and junior programs and socials events.

In addition to Jerry's teaching, management and administrative skills, he is exceptional player. Jerry has played national and international satellite tournaments at junior and open levels. He also played for three years at University of Colorado, Boulder.

In summary, I would strongly recommend Jerry as a professional at any facility. I believe that he has all the ingredients to provide the finest in tennis instruction, management and service. Another thing I would like to point out is that Jerry is a man of integrity. He has strong ethical values and principles that he is committed to.

I think any facility that is lucky enough to find someone like Jerry is going to reap the benefits of a strong and successful tennis program.

Should you wish to contact me for a further recommendation please call (602) 641-9741.

Sincerely,

A handwritten signature in cursive script that reads "Michael R. Lowdermilk". The signature is written in dark ink and is positioned above the printed name.

Michael R. Lowdermilk

July 27, 1993

Kris Anderson
815 N. 52nd St. #2257-2
Phoenix, AZ 85008
(602) 392-0224

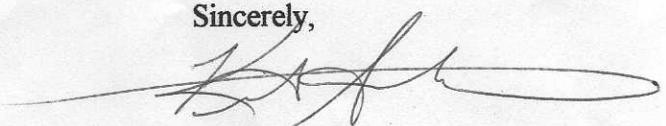
To whom this may concern:

Please accept this letter as my unconditional support and recommendation of Jerry Berlin as a tennis teaching professional and tennis director. I had the pleasure of working with Jerry when I was Tennis Director at La Camarilla Racquet and Fitness Club in Scottsdale in 1991. In my eight years of teaching the game of tennis and working with various professionals, Jerry is simply the best. Personally, I am a better person for knowing Jerry and professionally, I am most grateful for his help, hard work, and revenue making ability while we worked together at La Camarilla.

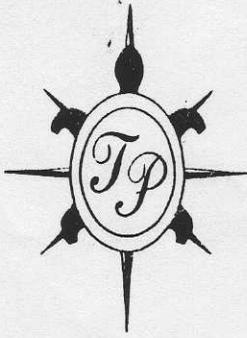
Jerry consistently exhibited the professional skills needed to persevere the rigors of a Head Tennis Professional. He is a hard worker (exemplified in his 50+ hours of instruction a week , not including hours spent running tournaments and tennis committee meetings): he is determined (always keeping abreast of tennis industry news and USPTA educational improvement): He is dedicated (as seen by his preparedness on court in his instruction and his off court lesson planning, tournament planning, and staff meeting attendance): he is well accepted by his peers and by club members (a true "trooper" that can work with any personality type and can communicate effectively in clinic situations): and of all the coaches I have worked with, Jerry Berlin is the most coachable (He is open to all suggestions and is willing to implement a program that can breed success). Quite simply, Jerry Berlin is the type of professional that all clubs would love to have working for their benefit.

I cannot say enough about Jerry Berlin as an instructor, a player, a coach, a tennis administrator, and a person. If I owned a facility , I would recruit him to work for me. If I was back on the circuit, I would want him as a coach. As a fellow instructor, I would want him on my team. If I understand the kind of teaching professional you would like at your club, I doubt there are many candidates stronger than Jerry Berlin. He is a winner!

Sincerely,



Kris Anderson USPTA, USPTR



Turtle Point Yacht
and Country Club

P. O. BOX 427 KILLEN, ALABAMA 35645

September 11, 1989

USPTA P.O. Box 7077
Wesley Chapel, FL 34249

To Whom It May Concern:

By way of introduction my name is Betty Pritchard, Tennis Committee President of the Turtle Point Yacht and Country Club.

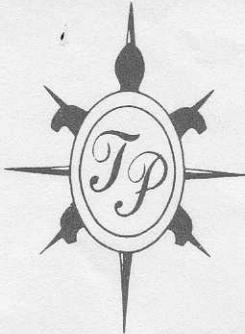
It is a pleasure to write a letter of recommendation for Mr. Jerry Berlin. Jerry has been here at Turtle Point Yacht and Country Club for 6 months. In this time Jerry has shown exceptional skills in the area of teaching, organizing and running tournaments, organizing and running socials and leagues, racket stringing and all of the public relations that are so important to a club.

Jerry has shown the ability to handle crisis situations on and off the court. It is obvious that Jerry has a thorough understanding and knowledge of the mechanics and intricacies that make tennis the game that it is.

Jerry is very dependable and is on time for all of his lessons and appointments and handled all business in a very timely manner. It is obvious that Jerry enjoys his work in the tennis profession and it shows in all of the work that he has done here at Turtle Point Yacht and Country Club.

Sincerely,

Betty Pritchard
President of Tennis Committee
Turtle Point Yacht and Country Club



Turtle Point Yacht
and Country Club

P. O. BOX 427 KILLEN, ALABAMA 35645

15 September 1989

USPTA
P.O. Box 7077
Wesley Chapel, FL 34249

To Whom It May Concern:

Jerry Berlin has directed the Turtle Point Yacht and Country Club tennis program for the 1989 season with excellent results. His leadership and ability to interest newcomers in the game have led to excellent growth in the program which we look forward to continuing over the coming years.

Our long-time tennis-playing members agree that, as a teacher, Jerry has few equals. They have kept his lesson schedule full all season and really will miss him when it is over. (Whomever is his successor next year will have some big sneakers to fill.)

As a person, we know Jerry to be of high moral character. He's a straight-forward individual, honest, and a very hard worker. We wish him all of the best in his future endeavors and want him to know he will always have friends at Turtle Point.

Sincerely,

Jack L. Thomson, CCM
Manager



LA CAMARILLA

5320 EAST SHEA BLVD • SCOTTSDALE, AZ 85254 • Phone 998-3388

July 27, 1993

Lance Stanley
Director of Tennis
La Camarilla Tennis and Fitness
5320 E. Shea Boulevard
Scottsdale Arizona 85254
(602) 998-3388

To Whom it may concern:

I am writing to you in regards to Jerry Berlin, who I have known for over a year.

It will be a disappointment if Jerry decides to leave La Camarilla. He is the epitome of a tennis professional. He has tremendous instructional skills, he is a great player, and most of all he understands the importance of customer service as well as how to treat a member. He would be a tremendous asset to any clubs tennis program.

Sincerely,

Lance Stanley