



The Greater Michigan Club Managers Association
Presents

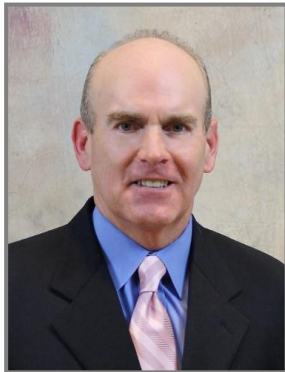
**Winter Retreat at Bay Harbor Yacht Club
January 7, 2017**

5 Educational Credits Will Be Awarded

8:30am Continental Breakfast

9 – 11am **Steven Freund, GM/COO, The Landings Club**

- Renewing Established Brand, followed by Q&A – Leadership lessons applied, Journey taking over The Landing Club



Steven Freund has devoted his entire 40 year career to hotels, resorts, restaurants and now, private clubs. He spent 20 years as an executive with The Ritz-Carlton Hotel Company, serving as general manager at several locations before opening The Ritz-Carlton Lodge at Reynolds Plantation in 2001. He successfully opened and positioned The Lodge until 2010. During his career in hotels and resorts, Freund served in senior leadership capacities in six AAA Five Diamond properties and two Mobil (now Forbes) Five Star hotels. He was also involved in the opening of numerous hotels in Asia and North America as well as a certified presenter for The Ritz-Carlton Leadership Center. In 2010, he was named Executive Director of The Landings Club in Savannah, Georgia. There he leads a Club of over 2950 membership households, 450 staff, 6 championship golf courses, 33 tennis courts, 5 pools, 2 marinas and a 48,000 square foot wellness center in coastal Georgia.

11 – 12:30pm **John R. “Jack” Sullivan, Jr., CCM, Kopplin, Kuebler & Wallace**

- Club Governance



Jack’s club career has included General Manager of The Old Collier Golf Club, Hamilton Harbor Yacht Club, Bay Colony Golf Club and Nakoma Golf Club. He has also served as General Manager of the **Grosse Pointe Yacht Club** in Grosse Pointe Shores, Michigan for fifteen. During his tenure at GPYC, the Club was three times selected as the Number One Yacht Club in the Country by Sibbald & Associates. Jack was elected as the **National President of the Club Managers Association of America** and had previously served as president of the Wisconsin Chapter of CMAA. He also served as the Club Industry Representative on the Board for the National Restaurant Association. He was honored as the **Club Manager of the Year by Club Management Magazine** and with the **Excellence in Club Management Award** by the McMahon Group. He has been a frequent guest lecturer for hospitality programs and various CMAA regional and national conferences. He is also the Vice Chairman of the advisory board for the Resort and Hospitality Management program at Florida Gulf Coast University. Jack applies his unique background managing both member-owned and private developer golf, country, and yacht clubs as a consultant to the club industry. He is an associate with KOPPLIN KUEBLER & WALLACE, he specializes in strategic planning and other private club operational issues. Jack also conducts Executive Searches for the firm.

12:30 – 1:45pm **Lunch**

1: 45 – 3:15pm **John Paul, CCM – General Manager, Grosse Ile Golf & CC**

-Lowering Food & Beverage Costs – 30 Years Experience



JP has been in the restaurant industry for 39 years. Majority of it is in private clubs 32 years. His main focus is on team building with an emphasis on "Service Excellence". Managing a private club is a great challenge, focusing on member satisfaction and creating a friendly environment with variety of club activities to keep members engaged. His specialty is working in the dining room and on occasion, doing tableside cooking of bananas foster, crepes suzette, cherries jubilee, steak Diane and flaming coffees.

6:00pm **Cocktails & Hors d'oeuvres**

7:00pm **Dinner**



Fee of \$175 for meals and educational sessions (*Dinner wine package available \$25/person*)
Persons with dietary concerns should contact BHYC prior to event

Cancellations must be done within 24 hours or you will be charged in full

Spouses/Guests who attend the dinner—\$50/person plus tax and gratuity

RSVP to Tammy Carter by January 3rd (mdgmcma@gmail.com or 248-973-7943)



Hotel accommodations information on next page



Hotel accommodations are available at *Bay Harbor Village Hotel*

For January 6 and 7, 2017

Call 1-888-BAYHARBOR 231.439.2400—Ask for the preferred rate

Parlor Suite (1 Bedroom Village View) - **\$145** per night

Lodge Suite (1 Bedroom Village View) - **\$165** per night

Maritime Suite (2 Bedroom Lake View) - **\$225** per night