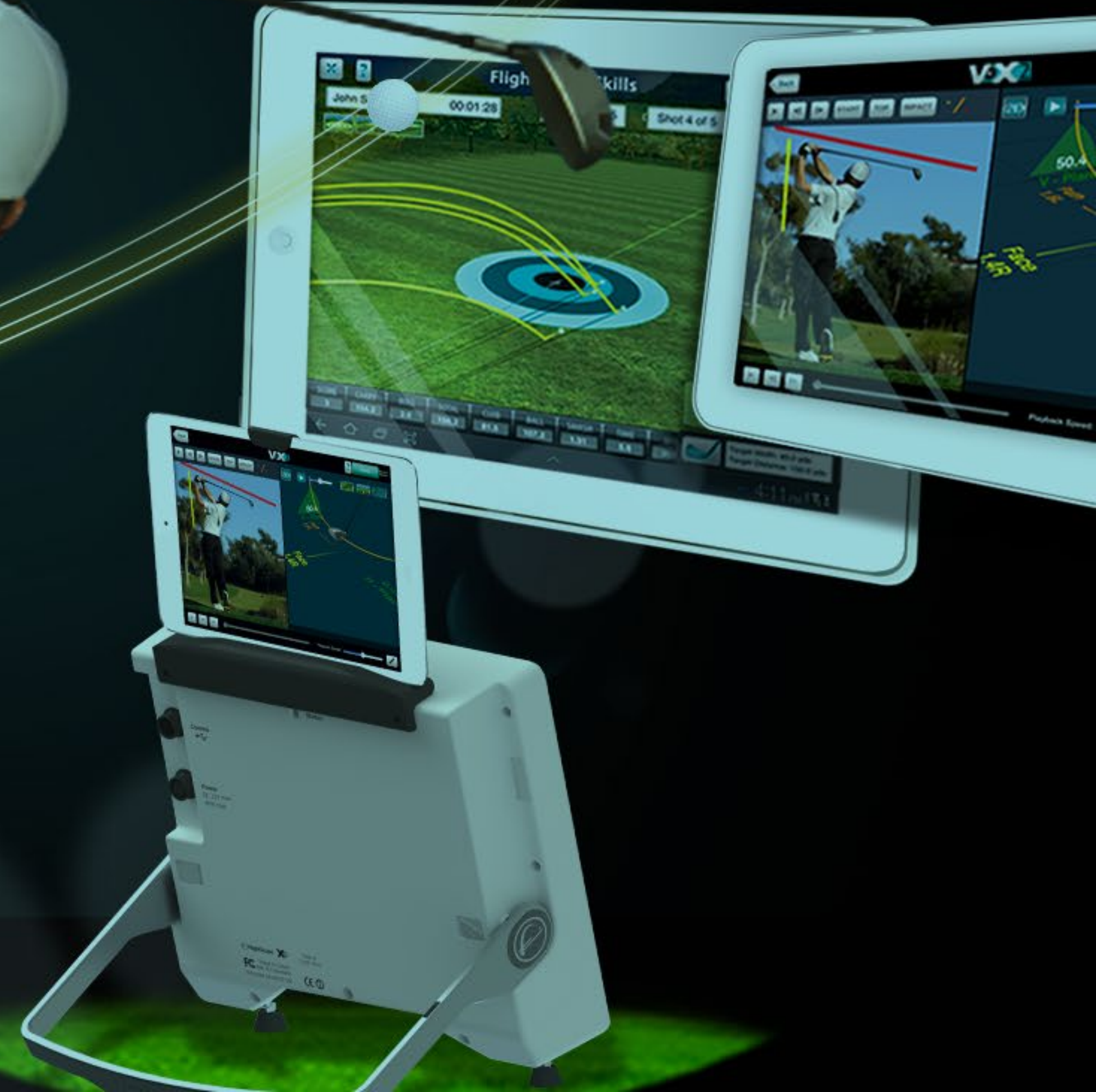




# Fitting with FlightScope & Golf Club Features

Michael Neff

June 17th and 18th  
FlightScope Academy



- 1** ▶ The Answers are in the NUMBERS!
- 2** ▶ How to pay off your FlightScope with Club Fitting ! ( 11% and 86%)
- 3** ▶ Clubhead Design
- 4** ▶ When to fit and when to teach?
- 5** ▶ My 5 favorite tips



# The Answers are in the NUMBERS!

The numbers will help you know which direction to go with a player  
Even if a player may not be able to get to optimal, there is an ideal flight for every player's swing mechanics  
Only way to know is by knowing what the numbers mean!

## Additional notes:

When using range balls, pay attention to the quality of the ball.  
Range balls typically spin about 500 more rpms

Hitting iron shots off of artificial mats increases spin by roughly 500 rpms.

Make sure the grooves on irons and wedges are clean when fitting.  
Dirty grooves can lower backspin up to 1000 rpms.

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**11% and 86%! 80% of golfers report intentions of being custom fit for their next set of clubs, but only 30% of “core” and “avid”**

11% and 86%! 80% of golfers report intentions of being custom fit for their next set of clubs, but only 30% of “core” and “avid”

Golfers who purchased new equipment in the past 12 months were custom fit and only 11% were “premium fit” with a launch monitor.

Those fit by a custom fitting specialist spent 12% more than those fit by a sales person and 86% more than those who were not fit at all.

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## The best TEACHERS AND FITTERS know how the head design effects ball flight!

Adjusting the head is the fastest most effective way to move ball flight!

The shaft is more for feel and fine tuning spin rates. The faster the player is the more important the shaft becomes.

You must look at the players bag and be able to understand the specs of their current equipment

You must be able to explain to the customer how the club will be bent and adjusted for them

“I am a teacher, I am not going to memorize all that stuff”!

What do the OEMS want me to know about their products?

### Note

Don't go crazy with Shafts spec and most OEMS have only 2 product modules (higher spin draw biased and lower spin fade bias)

4.



When do I fit and when do I teach?

What do you think?

What do the tour players do?

Can you do both?

How does knowing the NUMBERS Help you with this?

Tour player example William McGirt

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## My 5 favorite Club fitting Tips

1. The head will always adjust flight faster than the shaft will
2. The faster the player, the more important the shaft becomes
3. Never go from heavy shaft to light shaft too quickly  
*ex. 125g dynamic gold to 50g graphite*
4. Careful giving players too much length. Typically outside in players cannot handle length as well as inside to out players
5. Wedges are typically flatter than irons (most players play too upright of wedges)



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*Thank You*

