



PICKLEBALL COACHING PROGRAMS

Kowch IQ at SM Supermalls

Learn. Train. Progress.



PLAY SMART. WIN TOGETHER.



WHY KOWCH IQ PICKLEBALL COACHING PROGRAMS ARE ESSENTIAL TO SM SUPERMALLS PICKLEBALL FACILITIES

Kowch IQ at SM Supermalls



1. ACTIVATES OFF-PEAK COURT HOURS

Structured coaching programs can turn quieter periods into purposeful, bookable activity and improve use of available court capacity.



2. CREATES A CLEAR PLAYER DEVELOPMENT PATH

We offer a progression from Junior Pickleball Program and Pickleball Beginners Class to Pickleball Intermediate Class, Road to DUPR 3.0, and Road to DUPR 3.5, with Private Coaching for individualized needs.



3. BUILDS PARTICIPATION AND COMMUNITY

Coached sessions welcome new players, support families and groups, and encourage consistent participation through a positive learning environment.



4. SUPPORTS FACILITY VALUE AND REVENUE

Regular classes, performance programs, and appointment-based coaching can create recurring court activity, increase repeat visits, and contribute to revenue opportunities for the facility, without promising guaranteed financial results.



5. STRENGTHENS THE SM SUPERMALLS PICKLEBALL EXPERIENCE

Professional, organized programming adds structure, improves customer experience, and helps the facility stand out as a place where players can learn, train, and progress.



KOWCH IQ'S COMMITMENT

KOWCH IQ is committed to promoting the programs, filling recommended coaching slots, coordinating enrollments, delivering reliable coach-led sessions, and helping convert available court time into meaningful player experiences and sustainable facility value.



PLANNING NOTE

Off-peak blocks are proposed planning recommendations and should be confirmed with SM Supermalls court availability, operating hours, coach schedules, and actual demand.

COACHING COURT ALLOCATION & OFF-PEAK PROGRAM PLAN

Kowch IQ at SM Supermalls

Coaching Court Allocation

Coaching Court Allocation is a structured plan for assigning pickleball programs to specific courts and time blocks throughout the week. It helps maximize available court hours, gives coaches and players a clear operating schedule, and creates a consistent flow of programs that supports participation, repeat visits, and facility activity.

Benefits to the Facility

- Improves court utilization during lower-demand hours.
- Creates predictable programs that can encourage enrollment and repeat bookings.
- Supports a clear player pathway from beginner instruction to intermediate and DUPR-focused training.
- Adds flexible private-coaching opportunities around available court capacity.
- Helps the facility plan staffing, court access, customer traffic, and revenue-generating activity.

MONDAY TO FRIDAY				
TIME	Cout 1	Court 2	Court 3	Court 4
11:00	Beginners Pickleball Class		Private Coaching	Private Coaching
12:00				
1:00	Intermediate Pickleball Class		Road to 3.0	
2:00				
3:00	Junior Pickleball Program		Road to 3.5	
4:00				

KOWCH IQ COMMITMENT

KOWCH IQ is committed to actively filling the recommended coaching slots through consistent program promotion, player enrollment, organized scheduling, and reliable coach-led delivery. By offering a balanced mix of junior, beginner, intermediate, performance, and private coaching sessions, KOWCH IQ aims to bring regular court activity to the facility, increase player participation and repeat visits, and create sustainable value and revenue opportunities for SM Supermalls. Final utilization and revenue outcomes will depend on confirmed court availability, enrollment, pricing, and operating arrangements.

Off-peak blocks are proposed planning recommendations and should be confirmed with SM Supermalls court availability, operating hours, coach schedules, and actual demand.



PICKLEBALL COACHING PROGRAMS

JUNIOR PICKLEBALL PROGRAM

Kowch IQ at SM Supermalls

Our Junior Pickleball Program introduces children and teens to the exciting world of pickleball in a fun, safe, and encouraging environment. Through age-appropriate instruction and engaging activities, players learn the essential skills of the game—coordination, footwork, paddle control, serving, rallying, and understanding the rules. We focus on building confidence, good habits, and a love for active play while promoting respect, teamwork, and sportsmanship on and off the court. Whether your child is picking up a paddle for the first time or looking to grow their skills, we're here to support their journey every step of the way.



BEST FOR

Young players who are new to pickleball or building a foundation in the sport. Ideal for kids and teens who want to develop skills, stay active, make friends, and have fun in a positive, structured coaching environment.



WHAT PLAYERS DEVELOP

- Hand-eye coordination
- Agility and footwork
- Paddle control and technique
- Serving and returning
- Rallying and consistency
- Understanding of rules
- Decision making and focus
- Confidence and resilience
- Sportsmanship and respect
- Teamwork and communication



PROGRAM EXPERIENCE

Players learn through supportive, progressive coaching that meets them where they are. Sessions are designed to be age-appropriate, engaging, and interactive—blending skill instruction, game-based activities, and positive reinforcement to help every player grow at their own pace while enjoying the game.

BUILD SKILLS. BUILD CONFIDENCE. BUILD THE NEXT GENERATION OF PLAYERS.

PICKLEBALL BEGINNERS CLASS



Kowch IQ at SM Supermalls

New to pickleball? You're in the right place. Our Beginners Class is designed for adults and first-time players who want to learn the game from the ground up in a fun, supportive, and welcoming environment. We'll cover the essentials—from gear and grips to the first rally—so you can build confidence, understand the game, and start playing with others. No experience needed—just a willingness to learn and have a good time!



BEST FOR

This class is ideal for:

- Complete beginners with no pickleball experience
- Adults and first-time players looking to learn the basics
- Players who want a structured, step-by-step start to the game
- Anyone who wants to build confidence before open play



WHAT YOU WILL LEARN

In this class, you'll learn:

- Equipment orientation and court overview
- Ready position and proper grip
- Forehand, backhand, and dink basics
- Serving fundamentals
- Return of serve basics
- Scoring and basic rules
- Court awareness and positioning
- Movement and footwork fundamentals
- Beginner-friendly rallying and play



PROGRAM EXPERIENCE

Expect clear, practical instruction in a positive and encouraging setting. Our coaches break down each skill with simple steps, demonstrate techniques, and guide you through progressive drills designed for beginners. You'll get plenty of reps, personalized feedback, and support from both coaches and fellow new players to help you feel comfortable and ready to enjoy the game.

Your first rally starts here.

PICKLEBALL INTERMEDIATE CLASS



Kowch IQ at SM Supermalls

You know the basics—now take your game to the next level. Our Intermediate Class is designed for players who can keep rallies going and want to play with more consistency, control, and confidence in real game situations.

We focus on smart shot selection, solid fundamentals, and tactical awareness so you can make better decisions, execute with purpose, and turn good shots into smart points.



BEST FOR

Players who know the basics and are ready to move beyond beginner drills. Ideal if you can rally consistently and want to play with more control, strategy, and confidence.



WHAT YOU WILL DEVELOP

- Shot selection and court awareness
- Third-shot concepts and options
- Dinking with purpose and patience
- Volles, blocks, and soft hands
- Effective resets and neutral balls
- Transition-zone movement and positioning
- Partner communication and teamwork
- Court positioning and spacing
- Point construction and momentum
- Applying skills in coached game situations



PROGRAM EXPERIENCE

Progressive drills build skills step by step—from controlled repetition to dynamic, game-like scenarios. Expect tactical coaching, real-time feedback, and guided play that challenge your decisions and timing. You'll leave each session with clearer understanding and practical tools you can use in match play.

== *Turn good shots into smart points.* ==

ROAD TO DUPR 3.0

Kowch IQ at SM Supermalls

Road to DUPR 3.0 is a focused development program for players aiming to establish a dependable competitive foundation and work toward a DUPR 3.0 level. Through structured training and guided match application, you will build the repeatable skills and sound decisions needed to compete with consistency.

We emphasize technique you can trust, smart shot selection, and the ability to execute under pressure. DUPR is a performance-rating goal used to measure, progress over time, results depend on your effort, experience, and opportunities to compete. This program provides the coaching and direction to help you grow.



BEST FOR

Developing players who want measurable direction and a clear pathway to a DUPR 3.0 level. Ideal for competitors who can sustain rallies and want to improve reliability, decision-making, and competitiveness in pressure situations.



TRAINING FOCUS

- Repeatable technique and consistency
- Rally tolerance and neutral game
- Quality serves and effective returns
- Third-shot decision-making
- Court positioning and movement
- Smart shot selection and patterns
- Soft game and touch under control
- Consistency under pressure
- Match strategy and adjustments
- Constructive match review



PROGRAM EXPERIENCE

Purposeful, progressive training that connects fundamentals to match play. Sessions combine focused drills, guided scenarios, and coached games to reinforce smart decisions and repeatable execution.

You'll receive clear feedback, personalized cues, and practical takeaways you can apply immediately. Match review and feedback help you understand what worked, what to adjust, and how to improve for your next competition.



PLAY WITH PURPOSE. COMPETE WITH CONFIDENCE.

ROAD TO DUPR 3.5

Kowch IQ at SM Supermalls

Road to DUPR 3.5 is designed for committed intermediate-to-advanced players who are serious about raising their competitive standard and working toward a DUPR 3.5 level. This program sharpens the skills and decisions that separate good players from tough opponents. You'll build control at higher paces, execute advanced tactics with confidence, and learn how to apply smart, pressure-tested strategies in match situations.

DUPR (Dynamic Universal Pickleball Rating) is a recognized performance rating system used in pickleball. This program provides the training, tools, and match experience to help you progress toward a 3.5 level. DUPR is a performance-rating goal—not a guarantee of any specific rating or result.



BEST FOR

Competitive intermediate-to-advanced players (Dupr 3.0–3.4+) who are ready to refine their game, compete with more consistency, and work toward a DUPR 3.5 level.

Tournament-minded players

Players with solid fundamentals seeking more control and pace management

Players committed to practice, feedback, and continuous improvement
Doubles partners or individuals looking to elevate their partnership play



TRAINING FOCUS

- **Pace Management** – Control tempo, vary rhythm, and dictate play.
- **Advanced Dinking & Resets** – Create pressure with depth, angles, and smart resets.
- **Attacking Off the Bounce** – Strike with purpose, height, and placement.
- **Counting & Defense** – Neutralize pace, reset effectively, and transition to offense.
- **Transition Efficiency** – Move as a unit, close gaps, and finish points.
- **Partner Patterns & Communication** – Use roles, signals, and positioning to your advantage.
- **Strategic Serving & Returning** – Create advantages from the first shot.
- **Pressure-Point Decisions** – Make the right play in the right moment.
- **Match Analysis** – Review performance, identify patterns, and build action plans.



PROGRAM EXPERIENCE

Expect demanding, focused coaching in a supportive environment. Each session blends high-intensity drills, tactical scenarios, and intentional match play that mirror real competition. You'll receive clear feedback, practical adjustments, and the repetition you need to build confidence and consistency—point by point, match by match.

RAISE YOUR LEVEL. OWN YOUR GAME.

PRIVATE COACHING 1:1

Kowch IQ at SM Supermails

Private Coaching 1:1 is the most direct path to improvement. Your coach works exclusively with you to understand your game, then builds a personalized plan that matches your goals, current level, strengths, and areas for improvement. Every minute is intentional—designed to help you play smarter, cleaner, and with more confidence.



PERSONALIZED ASSESSMENT

We identify your current level, style of play, and key opportunities.



FOCUSED TECHNICAL CORRECTION

Detailed attention to your strokes, footwork, consistency, and mechanics.



TACTICAL DEVELOPMENT

Build game sense, shot selection, positioning, and point construction.



CONFIDENCE BUILDING

Improve under pressure and trust your training in every situation.



PRACTICE PRIORITIES

Clear, actionable focus areas to maximize your time on court.



INDIVIDUALIZED FEEDBACK

Real-time guidance and takeaways that accelerate your progress.



BEST FOR

Players who want highly personalized attention and faster, more focused improvement. Ideal for beginners building a strong foundation, intermediate players breaking through plateaus, and advanced players fine-tuning details for competitive performance.



PROGRAM EXPERIENCE

A focused, coach-player format designed around your needs. You'll receive clear instruction, hands-on feedback, and purposeful repetitions to build skill, sharpen strategy, and elevate performance—one session at a time.



ONE PLAYER, FULL ATTENTION - YOUR COACH IS WITH YOU EVERY STEP OF THIS WAY.



SKILL + GAME + MINDSET - WE DEVELOP YOUR TECHNIQUE, TACTICS, AND CONFIDENCE TOGETHER.



ADAPTIVE APPROACH - SESSIONS EVOLVE BASED ON YOUR PROGRESS AND PRIORITIES.

MEASURABLE IMPACT - YOU'LL LEAVE EACH SESSION WITH TAKEAWAYS YOU CAN USE RIGHT AWAY.



WHAT MAKES IT PERSONAL

- Your goals shape every session.
- Drills and feedback are tailored to you.
- Immediate, individual attention.
- Adjustments made in real time.
- Accountability, motivation, and support from a coach who knows your game.

One player. One plan. Your next level.



SEMI-PRIVATE COACHING 1:2

Kowch IQ at SM Supermails

Semi-private coaching for two players who want personalized guidance while learning or improving together. You and your partner train with one coach in a focused, engaging environment where both individual growth and teamwork thrive. This format gives you more attention than group sessions while keeping the energy high through shared effort, communication, and friendly challenge.



BEST FOR

Friends, partners, family members, or teammates who want to train together and support each other's progress.

- Players with similar goals and commitment levels
- Those who enjoy learning together and holding each other accountable
- Pairs preparing to play better together in matches and tournaments
- Players who value personalized feedback in a partner setting



WHAT YOU WILL DEVELOP

- Consistent fundamentals
- Shot selection and placement
- Net play and transition skills
- Serve, return, and third-shot control
- Court positioning and movement
- Communication and teamwork
- Rally tolerance and consistency
- Tactical awareness and decision making
- Situational play and point construction
- Confidence and competitive mindset



PROGRAM EXPERIENCE

A balanced, coach-led session for two players that combines individual attention with shared learning. Your coach observes both players, provides personalized corrections, and guides cooperative drills that build skills and chemistry. You will practice together, give constructive feedback to each other, and apply what you learn in realistic game-based situations.

Expect a focused, supportive environment where both of you improve faster, understand the game better, and enjoy the journey—together.

TWO PLAYERS. SHARED GOALS. STRONGER TOGETHER.

GROUP COACHING 1:3

Kowch IQ at SM Supermalls

Group Coaching 1:3 brings together three players and a coach in a focused, high-quality training environment. With the perfect balance of personalized feedback and group energy, you'll accelerate your game while learning through shared experience.

This format is designed to build complete players—developing skills, movement, decision-making, and court awareness while strengthening communication and teamwork. Through rotation-based drills, live rallies, and tactical scenarios, you'll sharpen your game and challenge each other in every session.

Learn from your coach. Learn from each other. Improve together. Group Coaching 1:3 turns practice into progress.



BEST FOR

Three friends, teammates, or players with compatible goals and similar playing levels who want to improve together in a supportive, focused setting.



WHAT YOU WILL DEVELOP

- Stroke technique & consistency
- Movement & court positioning
- Shot selection & decision-making
- Rallying & dinking skills
- Communication & teamwork
- Tactical awareness & game sense
- Mental focus & adaptability
- Learn through observation & shared practice



PROGRAM EXPERIENCE

An interactive small-group format with personalized coach guidance for each player. You'll rotate through purposeful drills, live rallies, and game-based scenarios to build skills, apply them with intent, and grow together.

Small group. Big progress. Better play.

GROUP COACHING 1:4

Kowch IQ at SM Supermalls



Our 1:4 group coaching format brings four players together for high-energy, high-impact training. You'll build solid fundamentals, refine key skills, and learn how to play smarter as a unit. With focused coaching, purposeful drills, and guided game play, this program helps you move better, communicate clearly, and make confident decisions on court.

Whether you are new to pickleball or looking to level up, you'll grow together in an encouraging, active group environment that makes every session challenging, fun, and rewarding.



BEST FOR

Friends, families, colleagues, or teammates who want to train together, support each other, and enjoy becoming better players as a group.



WHAT YOU WILL DEVELOP

- Solid pickleball fundamentals
- Court movement and balance
- Partner positioning
- Serve and return consistency
- Rally control and shot selection
- Communication and teamwork
- Game awareness
- Tactical decision-making
- Confidence in match play



PROGRAM EXPERIENCE

Structured Group Instruction

Learn key skills and concepts through clear coaching and progressive activities designed for four players.

Shared Drills

Engage in partner and group drills that build consistency, movement, and tactical skills in real-game situations.

Coaching & Feedback

Receive individual feedback within a group setting to help you understand, adjust, and improve faster.

Game Application

Put your learning into play through coached games that develop decision-making, teamwork, and confidence.

TRAIN TOGETHER. PLAY SMARTER. ENJOY THE GAME.

PH COACHING & HOURLY RATES

Professional coaching support for every stage of player development



KOWCH IQ provides structured coaching through Junior and Senior Coaches, with hourly rates organized by the number of players in each session. The rates cover the booked court and standard coaching materials, including pickleball paddles, subject to the final agreed operating arrangement with SM Supermalls.



JUNIOR COACH

A Junior Coach supports beginner and developing players through practical instruction, fundamental skill-building, guided drills, and confidence-focused play. Junior Coaches are suitable for players learning the game and building a reliable foundation.



SENIOR COACH

A Senior Coach provides more advanced technical guidance, tactical development, match preparation, performance feedback, and individualized player progression. Senior Coaches are suitable for players seeking focused improvement and stronger competitive readiness.

HOURLY COACHING RATE	
1:1	PHP 1,000
2:1	PHP 1,200
3:1	PHP 1,400
4:1	PHP 1,600

HOURLY COACHING RATE	
1:1	PHP 1,200
2:1	PHP 1,400
3:1	PHP 1,600
4:1	PHP 1,800



WHAT THE SESSION SUPPORTS

- Reserved pickleball court for the coaching session.
- Professional coach instruction and guided drills.
- Standard coaching materials and training aids.
- Pickleball paddles available for use during the session.
- A structured environment for learning, practice, and player development.



Rates are hourly and reflect the player-to-coach session format. Final inclusions, court availability, equipment arrangements, and operating procedures are subject to written agreement between KOWCH IQ and SM Supermalls.



KOWCH IQ

PICKLEBALL COACHING PROGRAMS

Learn. Train. Progress.



PRIVATE COACHING 1:1

The most direct path to improvement. Your coach works exclusively with you to understand your game, then builds a personalized plan that matches your goals, current level, strengths, and areas for improvement.

➤ *One player. One plan. Your next level.*



SEMI-PRIVATE COACHING 1:2

Semi-private coaching for two players who want personalized guidance while learning or improving together. You and your partner train with one coach in a focused, engaging environment where both individual growth and teamwork thrive.

➤ *Two players. Shared goals. Stronger together.*



GROUP COACHING 1:3

Group Coaching 1:3 brings together three players and a coach in a focused, high-quality training environment. Learn from your coach. Learn from each other improve together.

➤ *Small group. Big progress. Better play.*



GROUP COACHING 1:4

Our 1:4 group coaching format brings four players together for high-energy, high-impact training.

➤ *Train together. Play smarter. Enjoy the game.*



Coaching formats for every stage of your game.



Kowch IQ

Pickleball Coaching Programs

Learn. Train. Progress.



Beginners Pickleball Class

A welcoming introduction to pickleball fundamentals, including rules, basic strokes, court positioning, and confidence-building practice.

> Start strong. Build skills. Play with confidence.



Intermediate Pickleball Class

Build consistency, improve shot selection and movement, and develop stronger tactics for more confident match play.

> Level up your game. Play smarter.



Road to DUPR 3.0

Structured training focused on improving fundamentals, decision-making, and match performance toward a DUPR 3.0 level.

> Build the foundation. Reach your next level.



Road to DUPR 3.5

Focused development for players working toward stronger execution, strategy, consistency, and competitive performance at a DUPR 3.3 level.

> Refine define. Compete. Achieve more..



Coaching formats for every stage of your game.



COACHING PAYMENT SYSTEM

**A clear, centralized approach to
court, coach, and client payments**

KOWCH IQ proposes a centralized payment system that keeps court bookings, coach compensation, and client transactions organized under one operating structure. This approach simplifies administration, supports accountability, and allows the coaching programs to run consistently across SM Supermails pickleball facilities.

1



KOWCH IQ PAYS THE PEAK-HOUR COURT RATE

Exact policy: All courts booked for coaching are paid by KOWCH IQ with Peak Hour rate.

Regardless of whether a coaching session takes place during a high-profile location or a low-profile location, KOWCH IQ will pay the agreed Peak Hour rate for every court reserved for coaching. This provides the facilitator with a clear and dependable court use value and makes the arrangement straightforward to administer.

2



MONTHLY COURT PAYMENT

Exact policy: KOWCH IQ pays all courts booked every end of the month.

KOWCHIQ will consolidate all coaching-related court bookings and settle the total court charges and rent end of each month based on the player's individual and team settlement. This creates a predictable payment cycle, reduces daily collection work, and supports transparent reconciliation between KOWCH IQ and SM Supermails.

3



KOWCH IQ MANAGES COACHES AND CLIENTS

Exact policy: KOWCH IQ manages the payment of its coaches and their clients.

KOWCHIQ will manage coach compensation, client payments, registrations, and related coaching transactions. Coaches can focus on delivering quality sessions, while clients have one clear point of contact for enrollment, payment coordination, and program concerns.

WHY THIS APPROACH IS EFFECTIVE FOR COACHES

Centralized administration of coaches and managers, more reliable payment coordination, and consistent operating process. It also allows better client service because program enrollment and payment concerns are handled through one accountable system. With court payments consolidated by KOWCH IQ, coaches can focus on player development, session quality, retention, and building a strong coaching community.



OPERATIONAL VALUE

- Saves SM Supermails a predictable monthly court-payment process.
- Supports accurate booking records and monthly reconciliation.
- Lets KOWCH IQ manage program growth while maintaining a clear facility relationship.
- Creates a professional foundation for sustainable coaching activity and revenue.



Final rates, booking records, payment timing, and operating procedures are subject to written agreement between KOWCH IQ and SM Supermails.