

# Management

## OUR MANAGEMENT

### **Geoff Pearce, President**

Geoff Pearce has been involved in the field of tennis in Canada, and US, for over 25 years. He began playing tennis when he was 10 years old, reaching the national level of competition at the tender age of 12, and becoming one of the top juniors in the country in both singles and doubles throughout his junior career.

After receiving a tennis scholarship to the University of Akron, Ohio (NCAA Div. I), Geoff went onto become the Tennis Team Captain and also one of the top players in university history. Mr. Pearce was also a Dean's List recipient.

Geoff started his business at the ripe age of 15. His entrepreneurial spirit and natural marketing/business sense, as well as his ease in internal and external business communications, has helped him develop his business from a one-club management team to a dozen+ clubs in Canada and the US. Geoff has excelled in building and developing these clubs by partnering with local businesses, community groups, school boards, media, and local government agencies.

Today, Geoff Pearce is a leader in Ottawa both in Tennis and in Business. His support staff of 25 team members: manage the tennis services for a dozen clubs; run most of the tennis programs for the City of Ottawa and the Ottawa Carleton Catholic School Board; coordinate one of Canada's largest school tennis programs (since 1994 over 65,000 children have been taught tennis); and organizes tournaments, fund raisers, and corporate events throughout the city.

Geoff has extensive experience working with small and large corporations. For example, dealing with company leaders from

Corel, Nortel, to IT/NET, Telesat, Zim Software, AJJA, Strength Tek and Korbas.

Most recently, Geoff helped open the JW Marriott Desert Ridge Resort & Spa – Tennis Centre. Located in Phoenix, it is Arizona's largest luxury resort. The resort features eight premier hard courts and a full-service, 2000 square foot pro shop and lounge. As the Head Pro his duties included: setting up new adult/junior lessons and social tennis programs; ordering merchandise; operating the facility; working the desk; and training staff.

Mr. Pearce is also very active in the Tennis community, serving as a member of the Ontario Tennis Association and also as a volunteer member of the NCTA Board of Directors.

In 1999 and 2000 (Under 16's) and 2002, 2003 and 2004 (Under 14's) Geoff Pearce, in cooperation with the OTA and Tennis Canada planned, organized, and directed the Canadian Junior Nationals in Ottawa.

Geoff Pearce's love and passion for the game of tennis, and the people who surround it, make him a vital contributor to the game of tennis.

## **Leeorah Pearce, CEO**

Leeorah Pearce joined NTS part time in 1994, after a successful career as a High Tech Sr. Account/Business Manager.

Leeorah Pearce has extensive experience in business development, negotiations, accounting, and customer relationships. She single handedly increased revenue by millions, expanded account base and maintained customer accounts within the Federal Government and private sector, with customer satisfaction in mind.

Leeorah excels in developing, building and maintaining relationships. "By delivering a high level of service to my

customers, I am able to support current customers, develop new territories, and initiate and penetrate new accounts. I possess effective people skills working well in a team environment, both in leading and in participating.”