



ATHLETIC INSTITUTE OF EXCELLENCE

Welcome!

It is with great pleasure to bring to you the Athletic Institute of Excellence (AIE) program for the Summer 2024 season and the future of tennis training. Summer can be a time of inspiration and progress towards greatness with attention to detail and ultimate efficiency. Summer 2024 will be no different in its endeavor to promote bringing out the best in athletes, where other programs talk about it, the team of AIE athletes and coaches MAKE IT HAPPEN!

Summer 2024 includes a foundation based approach with two pathways/levels to allow for increased speed of development. Fitness Training is included within the time frame allocated.

I am very proud to have directors and experienced coaches who understand the immediate foundational requirements to better assist future peak performance.

In the following pages you will find information and schedules to suit the needs and realistic demands of an athlete wishing to be a part of something unique. Soak up the inspiration and I look forward to being a part of the journey with you.



A handwritten signature in black ink that reads "G Allsop".

Glenn Allsop
Owner
Athletic Institute of Excellence



Venkat Manne
Director
Athletic Institute of Excellence



SUMMER TENNIS 2024

Our Philosophy

Athletic Institute of Excellence and its athletes have a deep understanding of who a person must become in order to pursue an athletic dream. Our method is changing the approach to tennis training by carving your own path through the competitive world we live in by having what AIE athletes call 'AIE Mentality'. Many have described AIE Mentality as 'Never good enough', 'Deliberate', 'Intentional', 'Fearless', 'Powerful', and 'Tough'. The essence of AIE lies within the concept that our actions are what define us as an athlete and a person. If an athlete wants something, there are no words that can display the true nature of desire to achieve something. AIE athletes walk with pride knowing that it takes true courage to go within themselves and break through barriers that prevent them from becoming truly free and confident towards higher levels of achievement. On a daily basis, AIE athletes are encouraged to push themselves and those around them to have higher expectations and to deal with failure as a necessary component of sustainable confidence. It is a TEAM effort!

'AIE must be experienced and cannot be easily described with words. If you are concerned with only who else is in the program thinking you only need to hit with better players, you are very wrong' - AIE Athlete

PROGRAMS

Athletic Institute of Excellence Summer programs are categorized into two squads, **ELITE** and **PERFORMANCE**. Each squad has high expectations, on-going reviews, and placement is dynamic. The most important aspect differentiating the two programs is having a realistic perspective on the current needs of an athlete versus where an athlete claims they wish to compete at. These programs are designed to educate an athlete in ALL areas of the game and moves away from wins vs losses as an ultimate guide of how an athlete measures themselves. A careful analysis of an athlete's competition activity, physical capacity, endurance, and demonstrated coach-ability is applied to each player.

EXPECTATIONS

- 1 Engagement** — Players are encouraged to arrive mentally and physically ready to the program on a daily basis. Value of our programs is a two-way street. You get out what YOU put in. It is perfectly acceptable to take a day away from training to replenish energy levels if needed. AIE promotes a TEAM concept and takes pride in having each athlete encourage each other and inspire each other to pursue personal goals.
- 2 Accountability/Responsibility/Respect** — Accountability for YOUR investment into YOUR training is imperative. Poor performance can ONLY be improved by first being open to suggestion with coaches and avoiding external 'causes' as an explanation. Respect coaches and other players at all times.
- 3 Communication** — An open and revolving pathway of communication is expected for schedule changes such as attendance. Training sessions are planned well in advance and is dependent upon athlete quantity and level.
- 4 Fitness** — This essential element not only requires an athlete to participate, but also ENGAGE in the application of any applicable exercise with intent and understanding.

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PERFORMANCE SQUAD

The Performance Squad is designed to expand upon an existing foundation of competitive tennis towards higher levels of athletic performance. National level USTA and NCAA competition may be an aspiration, however, local USTA tournaments and higher levels of varsity tennis are high priority and athletes accepted will learn what is required to perform successfully at that level. Physical training is a compliment to this program and is strongly recommended to endure the daily training sessions and competition still to come. **An athlete in this program is required to participate A MINIMUM of 3 days per week to be effective.** In cases where an athlete cannot participate 3 days per week, placement will be only if space permits. Approximate ages for this program can range from 12 to 17. Players will learn to clarify their intentions and take action towards becoming a responsible athlete. **PERFORMANCE holds to a STRICT 4:1 PLAYER TO COACH RATIO or less.**

PERFORMANCE SCHEDULE

MONDAY	WEDNESDAY	THURSDAY	FRIDAY	DATES
9AM-12PM	9AM-12PM	9AM-12PM	9AM-12PM	JUNE 10TH* TO AUGUST 30TH
PRICING EACH WEEK (Per Day and must nominate days in advance)				
1 DAY	2 DAYS	3 DAYS	4 DAYS	
Inquire	\$150	\$210	\$280	



*** Week 10—12 has alternative times in 2024. Please inquire for details**

ELITE SQUAD

The Elite program is designed to prepare players to competitively endure national level competition in the United States and beyond. An Athletic Institute of Excellence Elite Athlete must demonstrate daily the behaviors that coincide with the growth mindset of a person willing to go beyond their comfort level. Competing, thinking, and engagement at this level start with daily routines that become automatic. There is no age requirement associated with this program. However, a **proven history of national level player activity must exist in order to qualify for this level of program.** Players are expected to be on site 10 minutes (Minimum) early each day for dynamic preparation. Routine information will be provided. **ELITE holds to a STRICT 4:1 PLAYER TO COACH RATIO or less.**

ELITE SCHEDULE

MONDAY	WEDNESDAY	THURSDAY	FRIDAY	DATES
9AM-12PM	9AM-12PM	9AM-12PM	9AM-12PM	JUNE 10TH* TO AUGUST 30TH
PRICING EACH WEEK (Per Day and must nominate days in advance)				
1 DAY	2 DAYS	3 DAYS	4 DAYS	
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FITNESS TRAINING

Athletic Institute of Excellence will be providing fitness training sessions for the athlete wishing to truly elevate their tennis performance. Stabilization, Strength, Power, and multi-directional movement efficiency. The schedule is incorporated within the time frame of the on-court portion of each day. AIE believes that physical preparation is a necessary area of the game which is misunderstood and under-trained. Glenn Allsop (Owner of AIE) is a certified Performance Enhancement Specialist (PES) and a Certified Personal Trainer (CPT) with the National Academy of Sports Medicine (NASM). Speed, Agility, and Quickness (SAQ) training will also be offered in addition to fitness training.

LOCATION

Central Middle School (CMS) @ Eden Prairie

8050 Wallace Rd

Eden Prairie, MN 55344

[CLICK HERE FOR MAP!](#)



SUMMER PROGRAM DETAILS



- Fill out and return Registration form
- Spaces are extremely limited and not guaranteed
- Registration is not completed until payment is received
- Players MUST be on-site 10 minutes prior to each session start time
- Private Tennis Lessons are now being offered by multiple Professionals. Please do not hesitate to inquire about this valuable training resource.
- Be prepared to discuss tournament activity, sign-up, and frequency, and intended outcome.
- Players must come prepared with water, towel, additional sources of energy/food if needed.
- It is wise to have other necessary items such as replacement overgrips, basic first-aid equipment such as Band-Aids, athletic tape etc. AIE will have limited supplies.

COACHES



Glenn Allsop has coached and played the game of tennis at all levels in over 30 countries. An NCAA All-American, and NJCAA National Title Winner, Glenn has researched the highest levels of the game with an emphasis on being like no other when it comes to developing elite level athletes. He has coached countless players who have competed in USTA National Juniors, NCAA College (All-Divisions), ITF Junior, European prize money circuits, and ITF Pro Tour events. He is certified as a USTA High Performance Coach, Tennis Australia (Level 2 Advanced), USPTA, Certified Personal Trainer (NASM), Performance Enhancement Specialist (NASM), and Behavioral Change Specialist (NASM). He has also served as a USTA National Faculty Coach for the Pacific Northwest Section.



Venkat Manne has been working with AIE from 2019 and has coached at Williston Fitness Center for the past 4 years and Wayzata Tennis Program for 4 years. Venkat has coached many levels of tennis but has a passion towards training and coaching the top junior tennis talent from across the country. USPTA certified, and a member of the 2013 MN State High School Team Championship, served as the University of North Dakota Club captain for 3 years. He teaches tennis because it is genuinely the one thing in this world he loves, and he wants to share that passion with the people he teaches.

Other Coaches

AIE takes great pride in carefully selecting coaches who exemplify the ideals and values for which AIE's philosophy has adopted. Various coaches are integrated with an understanding of what AIE is designed to ACHIEVE. Engagement and an active role in personal development in a systematic approach is the 'backbone' of AIE mentality.

TESTIMONIALS



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"I often get asked what it's like to be a member of AIE. 'What kinds of drills do you guys do?' and 'Who else is in it?' are the most common questions. What most people fail to realize is that it's not what we do that makes it special; it's how we do it. AIE isn't about a collection of 'magic' drills or special formulas to success, it's the collective belief in a mentality centered on purposeful training, accountability, and long-term growth that sets AIE apart. On paper these words may seem meaningless, but I can guarantee that anyone who spends a significant amount of time in the group will come to understand what it means to see training through an 'AIE' mindset and how it relates to individual success." - **Jesse Sprinkel** (NCAA DIV I Univ. of Minnesota, former USTA Ranked Top 3 in USTA Northern and Nationally Ranked Junior)

"AIE is meticulously organized so that every moment is purposeful." - **Nick Beaty** (MSHSL AA Singles Champion 2014, 5-Star Tennis Recruit, Univ. of Michigan NCAA DIV I Class of 2021)

"Not only does Glenn (AIE) care about my success, but constantly empowers me to dig deeper into myself. He encourages me to ponder what I will contribute to the world. By telling his players this, he doesn't create followers but leaders." - **Danielle Gannon** (MSHSL Single A Singles Champion 2014, Bucknell University NCAA DIV I Player Class of 2019)

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