Case Study - Mario Pantilin

Growing with Teddy Tennis: A 2 Year Old's Path to Play and Success

INTRODUCTION

Mario is a parent first and a business owner second. Living in Scotland, he faced a challenge familiar to many mums and dads: he wanted his two-year-old daughter to start tennis, but there was simply nothing available locally for children so young. Rather than wait, Mario decided to create the opportunity himself.

In 2019 he became a Teddy Tennis franchisee, initially motivated not by building a company, but by giving his daughter the best possible start in sport. What happened next is a story that now inspires families across his community. Today, that little girl who first picked up a Teddy Tennis racket as a toddler has grown into a **junior tennis champion in Scotland.**

WHY MARIO CHOSE TEDDY TENNIS

Before discovering Teddy Tennis, early-years tennis options in Mario's area were almost non-existent. Traditional clubs catered to older children and lacked the child-centred, play-based approach he wanted for his daughter.
Teddy Tennis was different. It is a structured programme for very young children that blends music, storytelling, and progressive skills. Most importantly, it makes learning fun. Mario knew that if his daughter loved coming each week, improvement would follow naturally.

FIRST STEPS ON COURT

At just two years old, she stepped into her first session surrounded by colourful equipment, friendly characters and catchy songs. Instead of drills, there were games and smiles. Mario soon saw the impact: better balance, improved coordination, stronger focus and growing confidence. She wasn't just learning tennis, she was learning how to learn.

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FROM TODDLER TO TOURNAMENTS

After progressing through the Teddy Tennis levels, the transition into club tennis felt natural. Coaches frequently commented on her movement, racket skills and ability to listen and adapt. Those early foundations soon translated into competition. Tournament entries led to finals. Finals led to titles. For Mario, watching her lift a Scottish junior trophy was an emotional moment - proof that starting early, in the right environment, truly matters.

IT ALL STARTED AT TEDDY TENNIS

IMPACT ON THE LOCAL BUSINESS

Her success story has become a powerful example for parents considering classes. Families see what is possible when children begin with strong fundamentals and develop at their own pace. Children in the programme look up to her. Parents trust the pathway. Enrolments continue to grow. Mario never set out to build a marketing story - but he ended up with the best one imaginable.

A MESSAGE TO PARENTS

Mario's advice is simple: Start early. Keep it fun. Let confidence grow before competition. Because champions are not created overnight - they are built from tiny, happy steps taken years before.

info@teddysportsworld.com teddysportsworld.com