## advancing the game



founder of TMG Golf (www.TMGgolfcounsel.com), a golf course development and consulting firm and is a former executive director of the GCSAA. He can be reached at golfguide@adelphia.net. His previous columns can be found on www.golfcoursenews.com.

## A career check list

fter more than 25 years of counseling employers as they seek to hire superintendents, coaching superintendents into jobs and stabilizing families when the superintendent of the house has lost a job, I see two clear patterns that, with hindsight, paint a definitive picture of two kinds of superintendents: career secure superintendents who succeed at their jobs and

realize a balanced life and superintendents who too often have to worry about their jobs and fail to realize the comforts of a balanced life.

Accordingly, I have prepared the following 42-item check list to help superintendents and assistants gain an objective perspective relative to their career and family planning effectiveness. A judicious left-toright, line-by-line reading of the two columns below presents a unique learning opportunity. Should the number of boxes a superintendent or assistant checks on the right side add up to more than a handful or two, they and their families are risking not smelling the roses as they pass through life. Better career and family planning will remedy this situation effectively. Look to improve your test score each year and you will do well. GCN

Career/life successful superintendents		Career/life anxious superintendents
Commit to career planning		Little career planning / react to situations
Ask: "Where do I want to be In five years?"		Tend not to look ahead jobwise
Look to change jobs when appropriate		Tend to stay too long in jobs
Develop own professional library		Do not develop own professional library
Spend own money to advance career		Do not spend to advance career
Delegate effectively		Delegate too little early; too much late
Subscribe to USGA Turf Advisory Service		Hesitate to invite UGSA TAS
Develop tight budgets		Egos tend to drive budget growth
Consistently hire well		Do not always hire well
Read because readers become leaders		Read little
Write because they have something to say?		Do not write
Sensitive to crew welfare		Less sensitive to crew welfare
Assistants find quality jobs		Assistants left on their own
Develop effective crew training libraries		Lack commitment to training libraries
Crews dress crisply / often wear uniforms		Crew dress not a priority
Job descriptions permeate work force		Few job descriptions available
Take pride in record-keeping		Record-keeping a burden and sketchy
Computer dedicated		Computers not essential
Generally, work 40-hour week		Work 60-plus hour week / workaholic
Shun pure c.e.o. role		Overplay c.e.o. role
Use free time and off-season effectively		Generally, waste free time and off-season
Do not bring work home		Generally, bring work home
See less stress and manage it well		See more stress and do not manage it well
Take vacations during season		Few take vacations during season
Spouse included in career planning		Spouse rarely included in career planning
Balance life well / lower divorce rate		Do not balance life / higher divorce rate
Good model for their children		Ineffective/bad model for their children
Clean office and maintenance facility		Sloppy office and maintenance facility
Dress appropriately		Dress down too often
Continue education through career		Do not continue education
Reject glass ceiling job concept		Default into glass ceiling jobs later in career
Remain vital in job		Get bored in job
Invited to more planning meetings		Invited to few planning meetings
Play/report minimum 20 rounds a year		Play less golf / tend to ignore handicap
Always Rules of Golf conscious		Less Rules of Golf sensitive
See job on "team" and "we" basis		Primarily see job on "I" and "me" basis
Able to see the big picture		See the trees, but often not the forest
Earn reputations for good greens		Green quality is often a concern
Seek written contracts		Generally, avoid issue of written contracts
Appreciate career quality of life		Tend to complain about rigors of job
Pioneering use of career Web sites		Years away from considering career Web sites
Feel job secure / hold jobs		Not job secure / lose jobs unnecessarily