What It Takes to Be a Club Official

By MARK GOLDEN
Pro., Hagerstown (Ind.) C. C.

IT IS AN ACCEPTED fact that any position is filled better when its holder has a practical knowledge of his duties than when filled by one who did not get his knowledge from practical experience. Constant study of any particular subject admittedly is necessary. This is vitally so in regard to a country club.

I am sure that when an organization is functioning properly it has at its head a president who is an able man in this position; likewise, the secretary-treasurer, chairman of the green-committee, the greenkeeper, and the professional. Trying to place myself in these various positions, I am going to try to give a brief synopsis as to just what each one should do in functioning toward the success of the club.

First, if I were president of the club, I would do my best to adhere strictly to the rules and regulations laid down by the club, and grant no special privileges to any one member. I would ask for a monthly report from the various department heads so that at a monthly meeting we could have a complete check on everything pertaining to the club and course. I should likewise handle all complaints and suggestions with the greatest care before taking any action. Most clubs have at their head a man of this kind who has won the distinction of being a success in his particular chosen field and whose advice, suggestions and personality go a long way toward giving the club the proper background.

The secretary-treasurer's job is primarily detail work and keeping records. If his work is kept neatly and accurately, the club has a valuable asset, for these records are vitally important when the time comes to make out a budget for the following year.

The green-chairman has one of the most important positions in the club. The man selected for this job should have tolerance, consideration and diplomacy, and above all should be a good executive. For under him is the greenkeeper and the help employed on the course. Of course, if he has an efficient greenkeeper his burdens are lessened a great deal, but it is he who is responsible for a good share of the club's expenditures and is directly responsible for the care of the course.
Every good green-chairman should have a complete check on all equipment, be able to buy and purchase all the necessary machinery, seed and fertilizer, be able to hold down the course maintenance, and, above all things, be able to stay within the appropriation given him. He should be on the best of terms with the greenkeeper because on their cooperative functioning depends the well being of the club.

The greenkeeper, to be an asset to his club, must be an efficient man. His executive responsibility surpasses any of the above mentioned heads of departments. He must give the green-chairman a complete report on work being done, get the most out of the men he has hired and at all times have the course in the best possible condition.

The golf professional should at all times keep in mind that the members are what keep him at his job. Members to a golf professional are like votes to a politician. Without them there is no business. If he is unable to do the impossible; that is, please everybody, he can do the next best thing, which is to try. He can assist each and every one of the various department heads. He should be able to tell the president of the club anything he should wish to know with regard to the running of his pro-shop. He can assist the greenkeeper and relieve him of minor jobs that he might be able to do when his own duties are not demanding his time. His kindliness and consideration of the young fellows who are caddies under him keeping them satisfied and content with the job they are doing.

It hardly seems possible that any club should fail if the various heads would get together and iron out any difficulties that they might encounter. But it is still up to the man in the position he is filling at the club, to make it successful.

Pros Profit by Getting Star Pupils into Events

One of the best ways in which a pro can increase his reputation as a teacher is to encourage, to the limit of his ability, his star pupils to enter local, sectional and national golf events. This applies both to men and women golfers, and the smart pro will not overlook the beneficial publicity which can result by having one of his junior players show well in a juvenile event, such as the Women's Western GA's annual Junior Open, which this year will be played July 9-12 at Park Ridge C. C., Chicago.

Examples of pros who have developed women stars and as a result have had their reputations as expert instructors built up are numerous. Al Lesperance, for example, is well known for his work with Mrs. Opal Hill; Ernest Jones is widely known as the tutor of Virginia Van Wie; Jack Mackie and Harry Pressler improved their reputations as expert instructors as the result of the publicity their star pupils, Helen Hicks and Leona Cheney obtained. And the most current example is Fred Miley of Lexington, Ky., who sent his daughter—and pupil—Marion, around the women's southern circuit, where she showed to impressive advantage at every appearance.

The smart golf pro will devote a few minutes this spring taking inventory of his golfing prospects among the golfers of his club. If he has a prospective headliner within the membership, he will lose nothing by making arrangements to instruct that individual throughout the season, even if lesson-prices must be cut or entirely forgotten.

MARKED GOLF BALLS!

Any kind of marking is valuable to the player—but only marking with a system back of it, can give full profits to the Pro.

The FULNAME MARKING MACHINE provides a complete service with PRO PROFITS—3,000 Clubs use and endorse it. Our 1934 installation plan is profitable from the start.

You've Seen This Record System

The PGA Endorses It
Know where you stand at the end of each day with this system of records designed by experts exclusively for Pro shops. A lifetime set of books—nothing to wear out or break—

- Complete "books" in one binder
- Easily kept by assistant—15 minutes each day
- Stops small but irritating profit leaks

Originally designed for the U. S. Rubber Company as part of their famous "Pros, Players and Profits" selling plan for golf professionals. A proved article worth many times its cost.

Price $12.75, postpaid east of the Mississippi

CROSSMAN & CLAYTON, 327 Broadway, New York City

The FULNAME COMPANY
Le Blond Bldg., Sta. "O." Cincinnati, Ohio