Comments on contracts

Contracts present a real enigma to many pros, although most who answered this question stated that they feel a contract is desirable. The answers would seem to indicate that younger pros, who are entering the field under new or changing conditions want contracts, while the older “entrepreneurs” prefer to “let things ride” as they have for years.

Job security was the reason most often cited by those favoring contracts. It was also pointed out that a contract outlines the responsibilities of both pro and club—each knows where he stands at all times. The fact that many clubs elect new officers each year and that they do not feel bound by or have no proof of previous verbal understandings was often cited as back-up argument for contracts. Also, the pro’s risk in having to dispose of his merchandise if he were summarily dismissed.

Sample pros and cons on contracts:

“Yes. It gives me a certain amount of security. Am able to purchase merchandise in ample quantities rather than just short two-week supplies.”

“Yes. When I came here the club was drowning (no carts, no play, and no course, even). I have built a fine course; have built a pro shop; have carts and a nice bar business, including slot machines. They are being taken away.”

“No. If not wanted, why stay; if unhappy, why stay?”

“No. A fellow has to think twice—first to be able to move into a new opening, if offered; then at the same time he must work hard to warrant keeping his job.”

“Yes. Because of investment in pro shop merchandise and the seasonal aspects of job openings.”

“Yes. Verbal agreements made with snow on the ground tend to look different from both sides involved as the grass starts growing.”

“Yes. Because it spells out the obligations and responsibilities of each of the parties concerned, and I believe serves to promote a better understanding between the professional and the Board of Directors. It would be nice if the Continued on page 75
COMMENTS ON CONTRACTS

Continued from page 24

member also knew where the responsibilities of the professional ceased."

“No. My situation is a little different. I am a city employee, controlled by politics, but I have been with the city 36 years under three administrations.”

“Yes. My club is three years old. I stayed when it was slow, and now that business is excellent I might like a five-year or two-year contract.”

“Yes. It’s desirable, but, as I see it, they are cutting down on the pro’s earnings every year.”

“No. They (contracts) are always able to be broken. I want to be free to move if opportunity knocks.”

“Yes. Only a poor businessman would risk his professional standing and investment without a contract.”

“Yes. Our bosses (in private clubs) change yearly, and there must be an accurate record—impossible verbally—of all concessions, obligations, responsibilities, etc. Directors leave the club by resignation and death, so verbal agreements are not sound.”

“Yes. (A contract is desirable) with the option for the coming season and with a raise in salary.”

“Yes. A pro should stay at a club for a number of years. It’s bad when a pro jumps every year. A contract protects the pro as well as the club.”

“Yes. Being owner, I have a five-year contract and draw only a salary of $12,000 per year with no percentage of shop or rentals, but keep all lesson fees. However, I work seven days a week.”

“No. We have had no written contract arrangement all these years (15) and I don’t care to alter this policy.”

“Yes and No. Actually, in the West a man’s word is still his bond, and I mean this—contracts are not worth very much.”

“Yes. Being young (31 years old) I am able to gain valuable experience without risk of personal monies, and am free timewise in relation to bookwork, taxes, payroll, etc.”

“Yes. Agreements can be changed in the middle of the season when your investment is too high to resign.”

“Yes. Protects the professional’s posi-
COMMENTS ON CONTRACTS
Continued from preceding page

tion for a specific period of time; de-
defines definite salaries, and the pro's re-
sponsibilities are in writing. It should
protect the pro from losing his job with
a large inventory on hand without being
able to dispose of the inventory."

"No. If club and professional cannot
trust each other, why work with or for
each other?"

"Yes. Our club has changed own-
ership and new conditions have meant
new obligations and controls."

"Yes. The business is becoming too
large to be casual about such things."

"Yes and No. The only fault in this
respect is—what can you do if they de-
cide to let you go—the court costs would
kill you."

Decar Plastic & Dentin Mfg.
move to larger offices
The sales and executive offices of De-
car Plastic Corporation and Dentin Man-
ufacturing have been moved to 2600
Washington Blvd., Bellwood, Ill. 60104
from Melrose Park, Ill.

GEOFFREY S. CORNISH
Golf
Course
Architect
Fiddler's Green Amherst, Mass.
Phone: 413-253-3913