HOW TO GET WHAT YOU WANT FOR MANAGING YOUR FIELDS
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How many times have your heard yourself or another turf manager say "I don't have the equipment or supplies I need, and my bosses won't get them for me!" When I first arrived at Birmingham Public Schools that is what I heard frequently from my co-workers and employees. In fact, I still hear these phrases today from other turf managers around the state and nation. What I realized is, to get the equipment or supplies needed, I must be able to present the **requests** in a manner that my bosses and the purchasers understood. Funding usually will not support all your needs at once, even if your boss agrees that you need them. Prioritize your needs in an order that will make an impact in your operation. Make well on your promises of increased or enhanced productivity, otherwise your support for future purchases will decrease. It is essential to have some degree of success because **SUCCESS = SUPPORT!**

Every coach, athletic director, manager, and purchaser is different, there is no exact method to get what you want, however i do feel if you want/need an item that will either enhance or increase efficiency of your operation, it is an easy sell. First you have to determine whom your selling your needs to; this will determine the approach to take.

Managers and purchasers usually prefer analytical data for example: how much does it cost, how will it increase or improve productivity, and how long will it take to recoup the cost? Perform a **cost analysis** for the item you need, this will allow the numbers (costs and increased productivity) to sell the item instead of your enthusiasm. **Coaches and Athletic Directors** usually do not want all the numbers; they want to see the results. Keep in mind that the equipment or supplies you need offer a benefit to whoever is footing the bill. **Present and request your needs in a manner that accent the other party's benefits and you will get what you want**.