

Use The Easiest Non-Verbal Communication Strategy To Enhance Your PROFESSIONALISM

Sports Turf Managers Association Editorial Staff



Good communication is the cornerstone of great professional relationships. One communication strategy that is often overlooked is dress. How you dress is another way you communicate to your peers, your staff, your employer and the end users of your sports fields.

Dressing in a professional manner suggests that you are well organized and portrays self confidence. The impression is of one who is knowledgeable and in control. (Wow, all of that from a pair of Dockers and a golf shirt!). Obviously, we aren't talking coat and tie — unless the occasion calls for it. When you are physically working beside your staff on the field, of course you will be wearing work clothing, but think about keeping a change of clothing at your office for meetings or when you will be spending several hours in the office more visible to your employer.

Consider providing collared staff shirts to bring a more unified appearance to your crew, but wear a different color shirt so that you are distinguishable as the manager in charge. Be conscious of what your clothing says about you — faded tee shirts promoting old rock groups may bring a bit of nostalgia to your day, but they do not do much to position you as a professional sports turf manager.

Impressions do count. According to Ollie Stevenson, author of *101 Great Answers to the Toughest Job Search Problems*, found that in an interview situation, interviewers make an immediate overall judgment about you in the first **five** seconds. That applies to all first impressions. Five seconds isn't long so you are being judged on what you wear and how you react. Make the first five seconds count. Be dressed appropriately and remember, professionals do shake hands. Be sure your grip is firm and sincere and you make direct eye contact when you greet someone.

How do you dress for your chapter meetings? What type of role model are you for those who are just entering the profession and what type of message are you sending to them?

The job of a sports turf manager requires a strong knowledge of agronomy, pest management, environmental issues, sports strategies, and intimate knowledge of rules and regulations so that you can manage safe playing surfaces for your athletes. Be recognized for the knowledge, skills and abilities you bring to the game and garner the respect you deserve. Don't let a sloppy appearance downplay your importance when it is so easy to dress more professionally.

Sports Turf Managers Association (STMA), Lawrence, KS



Dr. Henry W. Indyk Graduate Fellowship in Turfgrass Science

As many of you know, the turfgrass industry lost a dear friend and colleague in September 2005. We will all miss Henry very much and would like to insure that his legacy lives on. The Indyk family would like to establish a memorial fellowship to support graduate students interested in applied turfgrass science. This fellowship is being created to help assure that tomorrow's graduate students have the financial resources to get an advanced degree in turfgrass science at Rutgers University. To fund a full graduate assistantship each year in Henry's name, we will need to raise a total of \$400,000. Your generous support at this time will bring us closer to reaching this goal.

To make a tax-deductible contribution today, please send a check payable to the Rutgers University Foundation, 7 College Avenue, New Brunswick, NJ 08901. Be sure to indicate "Indyk Fellowship, Turfgrass" in the memo portion of your check. If you desire, you may provide a donation in the form of a pledge payable over several years.

For information on other ways to support this fellowship, please contact

Dr. Bruce B. Clarke, Director — Rutgers Center for Turfgrass Science
(732) 932-9400, ext. 331; or clarke@aesop.rutgers.edu or

John Pearson, Director of Leadership Gifts at the Foundation, by calling
(732) 932-7899 or email: pearson@winants.rutgers.edu



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