

## WHAT ONE MAY LEARN ABOUT A MAN FROM PLAYING A ROUND OF GOLF

Golf could possibly be one of the greatest aids to business ever devised by man. Think of this when an invitation is extended by another to enjoy a round of golf. First, it denotes that he is friendly and genuinely enjoys spending some time with you. After the date and time have been arranged, is he punctual and considerate of you as he arrives for the appointed round?

As relative handicaps and average rounds are discussed, does he display sincerity? Is he later found to be truthful in telling of his ability? If a wager is discussed concerning the outcome of your match, does he appear to be a gambler? Or does he just want to add interest to the round? Did he offer you the honor on the first tee and, in so doing, display courtesy and respect?

While strolling the course did he demonstrate concern for others by replacing divots, raking traps, or repairing ball marks on the green? As he shot from behind the trees, observed unplayable lies, or hit one out of bounds, did he know the rules and abide by them? Did he show tolerance as your caddy accidentally walked behind him while lining up a putt or when his did not find the ball too quickly while searching in the rough?

Did he evidence honesty as you watched each of his shots and asked his score at the end of the hole? Did he display good sportsmanship when he found each of you had won a nine but he had lost the match? Was his caddy adequately reimbursed for services performed and did he add a gratuity for a job well done?

After a shower and a drink, was he appreciative of your time when he stated, "I certainly enjoyed today. Let's do it again sometime."

There are some who question whether golf is really necessary in the world of business, and to this I can only reply: Whether I be a buyer or seller, I would certainly want to know if those with whom I do business are friendly, genuine, punctual, considerate, truthful, sincere, gamblers, interesting, courteous, respectful, concerned, knowledgeable of the rules, abiding, tolerant, honest, good sportsmen, believing of adequate reimbursement, gratuitous, and appreciative as well.

You might find some of this from a man's financial statement; from seeing his credit rating or inquiring of his previous business associates. But I think I can tell more about a man's character, and whether I would want to do business with him, by spending a few short hours of golf course.

Jerry Marlatt

The sympathy of the members of the Midwest Association of Golf Course Superintendents is extended to the **Frank Mastroleo** family due to the death of Frank on August 21, 1978. Frank was a charter member of the Golf Course Supts. Association of America, and also a charter member of the M.A.G.C.S. He was Supt. at the Geneva G.C. for many years before retiring and moving to 1358 Stimson Ave., La Puente, California.

## Nutrient deficiencies, weeds, diseases, thin turf, insects.

For the superintendent who has everything . . . or anything . . . or who just wants to make a good thing better . . . ProTurf offers research tested, golf course proven professional turf products.

Just give me a call.



A division of  
O. M. Scott & Sons

LEE OVERPECK  
219 GRANT DRIVE  
BOLINGBROOK, IL 60439  
PH: 312-759-7081

DICK EVENSON  
443 WOODVIEW DR.  
SUN PRAIRIE, WI 53590

BILL KENEIPP  
1785 HINSDALE DRIVE  
DECATUR, IL 62526  
PH: 217-877-5929

