

Key to the 90's: "Working Together"

by Wendy Stebbins
Psychotherapist in private practice

Through my travels around the country giving speeches and doing seminars, I have become acutely aware of the necessity for effective golf superintendents, managers and pros to learn and teach cooperation and "working together" skills. Self-discipline, time management and dealing well with people separate the "award-winners" from the "also-rans".

Since there is a high burnout rate in the golf business, learning these skills are necessary to avoid stress and burnout.

Before trying to change others, it is necessary to look at yourself, your personality, your personal life because whatever you are, whatever you bring to work with you will impact everything that goes on at the club.

Did you know that the first two hours of the day set the tone for the rest of the day? Better pay attention to how you get up, what you say to yourself when you look in the bathroom mirror when you are shaving, who gives you grief and who gives you energy. Since stress often is caused by your perception of people, places and things it helps to get in a positive mood.

SHAVING FOR SUCCESS

The following exercises while saving almost guarantee a positive "go get 'em — I've got the world by the tail" modus operandi attitude all day.

Ask yourself and give at least 3 answers for each "OUT LOUD". (The louder the better. Really get into it).

1. What will I notice today that I haven't seen before?
2. What am I most happy about? How does it make me feel?
3. What else am I really happy about? How do I feel?
4. What am I really excited about in my life? Why does it excite me? How does it make me feel?
5. What am I most proud of? How does it make me feel?
6. What am I most grateful about in my life? How does it make me feel?

Have you heard the old adage "You can catch more flies with honey than you can with vinegar." This is most definitely true in dealing with people. Pretend that every single person you come in contact with has 4 red garrish letters written across his forehead "MMFI". MMFI stands for "MAKE ME FEEL IMPORTANT!"

The philosophy "Put everyone in the same boat" doesn't work well with different types of personalities. Complainers, naggers, steam-rollers, know-it-alls, super-agreeables, etc. ... all have different goals and needs and must be treated uniquely.

When I visit with you on May 6th I will give you specific techniques to use in order to evoke more positive and effective results with your people.

Working together, dealing with people and people dealing with you goes better when everyone knows how to keep their stress level in line. While I will give you specific techniques on May 6th, the following really says it all.

TWO RULES TO ELIMINATE STRESS

1. Don't sweat the small stuff.
2. Everything is the small stuff.

Ford Iron is here!



Better tractor loader backhoes are here—the Ford C Series.

- More powerful hydraulics with 6,000 pounds of lift capacity and 12,000 pounds of breakout force.
- Deeper-digging backhoes with XTRA-VATOR™ extendable dipperstick.
- Deluxe noise-absorbing cabs with dual entry/exit, adjustable swing-around suspension seat, all-around visibility and right-hand instrument console.
- Ford quality and service/parts backup.

See the rigs that are born to dig—today!



HUBER RANCH POWER EQUIP!

Rt. 41, Box 188, Schneider, IN
1-800-553-0552



WILBUR-ELLIS

IDEAS TO GROW WITH®

YOUR ENVIRONMENTAL COMPLIANCE COMPANY

WE DELIVER SERVICE.....

- ...CUSTOM RINSATE PAD DESIGNS
- ...WORKER RIGHT-TO-KNOW TRAINING
- ...SARA TIER II REPORTING ASSISTANCE

WE ALSO DELIVER PRODUCTS.....

-A COMPLETE LINE OF TURF & ORNAMENTAL PLANT PROTECTANTS, PLANT NUTRIENTS, GRASS SEED, HERBICIDES, AND MORE!
-FAST FREE DELIVERY WITHIN 24 HOURS

SEE US AT OUR BOOTH IN NEW ORLEANS!
BOOTH #: 3463 & 3465

JOHN MEYER OR JOE WOLLNER
800-747-7400