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Commodities and maintenance supplied will be lost, but these are readily available. The first concern will be to find mowing equipment. Neighboring golf courses and equipment distributors can often lend a helping hand to allow the continued maintenance of the course.

This will mean extra work time for the maintenance crew to mow the turfgrass because machinery will be limited. One of the first priorities is a good temporary work area for the mechanic. Borrowed equipment will mean that special consideration will have to be given to keep up repairs. With an informed crew and good insurance, the reorganization of maintenance priorities will proceed after a fire without affecting the daily loss of golf traffic.

## Strictly Personal...

It's a truism that a good credit rating is based on more than wealth. You also have to have roots, substance, an attachment to the community. Not to mention a record of having paid what you owed.

Tom De Bari of Hoboken, New Jersey, offers new proof of this. A lottery winner, he is assured of an annual income of \$71,000 for the next twenty years. Yet he wasn't able to get a credit card.

### CREDIT CARD NOT ASSURED EVEN IF YOU'RE VERY RICH

The reason the 60-year-old longshoreman wants a credit card is that, although he has always paid cash for everything, he doesn't want to carry cash any longer; there's been too much publicity about his new wealth.

Yet he was turned down for both a Visa card and an American Express gold card. The banks that issue the cards were suspicious not because Tom's record was bad but because he didn't have any record at all. A big income alone doesn't mean anything, they said — that can be frittered away as easily as a small one. And if one isn't firmly attached to the community, what's to keep him from taking off for parts unknown, leaving bills unpaid?

Among the steps Tom might take would be:

- ☐ Opening a bank account or two — checking and savings. He might even be able to get a type of account that includes a small amount of credit — to help him establish a good record.
- ☐ Opening charge accounts with local merchants — especially department stores that subscribe to a credit-rating service.
- ☐ Buying items on the installment plan.
- ☐ Paying all bills promptly.
- ☐ If he has moved recently, getting any creditors from his old area to report his credit worthiness to credit bureaus where he now lives.

### PROFILE OF A GOOD CREDIT RISK

Credit seekers who are not in Mr. De Bari's special situation should know some of the other factors that can help one establish a favorable credit rating:

- ☐ Age (Over 40 is good; over 50 is even better).
- ☐ Job duration. The longer you have held your present position, the higher you rate.
- ☐ Time at present address. Again, longer is better (The location of one's home is also considered a good credit indicator; zip codes used to be a key credit-rating factor. But the Federal Trade Commission interpreted that as a source of racial discrimination, so zip codes now are out.)
- ☐ Income. Here Tom De Bari would do fine.
- ☐ Ownership of assets that suggest stability, such as a home and car. (If necessary these could be sold, of course, to repay any debts.)

Credit people say that essentially there are three types of assurance they want about any credit seeker: Does the person have the *means* to pay what is owed? Are there *assets* that could be sold if payment is not made? Does he or she have the *inclination* to repay — the honesty, integrity, concern for reputation or whatever you wish to call it? ■



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