

Networking

As we develop our careers it is increasingly important to manage a set of contacts that become a part of your network. Remember that for job seekers it is often not just what you know but whom you know as well. Taking that a step further it can also be not only whom you know but whom they know as well.

Let's make a list of all the people that can help you in your career. It is not necessary to use names but for this exercise we will use positions to indicate areas to develop contacts.

- Fellow superintendents
- Former employers
- General Managers
- Golf Professionals
- Golf Association staff
- Local distributors
- Manufacturer's representatives
- Educators
- Researchers
- USGA agronomists
- Media
- Golfers
- Neighbors
- Relatives
- Former classmates
- Alumni from your school
- Seminar instructors
- Golf Course Architects
- Consultants
- Headhunters
- Regional Agronomists for Management Companies
- GCSAA staff

make yourself known to others.

- Always be truthful and never embellish your qualifications. Overstating yourself will end up giving you a tag of being dishonest.
- Serious relationships develop over time. They endure because you work at it. Most people have little use for a person that uses you for what they want and then drops you like a hot potato.
- Remember to repay the favor of those that have helped you. Take time to help the newcomers and

youth of the industry. Extend your hand to them and be sincere.

In closing, it is easy to see why networking is so complex. There is a lot to be considered. Nobody grows up with a networking gene in his or her DNA. It is a learned skill. By following some of the tips I have provided you too can get connected. While I have never thought of making new contacts as merely a lead for a job search, I can tell you that it has been the most enjoyable part of my career. I am one of those individuals who truly feels that the most important thing to me, over the last 35 years, is not what I have accomplished but the people that I have met along the way!

As It Lies Things I Love About Our Game

By Jim Walker



The subtle clatter my

irons make as they nuzzle against one another driving down a cart path. Steel-shafted irons make a slightly more metallic sound than

graphite. But either is terrific.

Watching my father-in-law knock in a 20-footer for par or birdie. His smile lights up the whole golf course.

Hitting one of these new drivers whose head is the size of a two-slice toaster right in the middle of the club face. I didn't think I would ever get used to that sound, but I have.

Watching my wife hit a driver flush. Great sound. Beautiful trajectory. Striped, right down the middle.

Hitting a five-iron dead solid perfect into a 20-mile-per-hour

wind. The ball never moves one foot right or left.

Holing a bunker shot from 40 or 50 feet that would not have gone six inches beyond the hole had it not gone in.

Rolling in a slippery downhill snake for all the cookies in a skins game.

Watching any tour pro hit driver on a par four or five with a wide landing area. Bombs away!!

The eight-iron I holed for eagle on the par five 5th hole when Joe Pantaleo was the superintendent at Eagle Trace. That one cost him a few pesos.

The two-iron Joe Pantaleo hit from the left fairway bunker on the fourth hole at Crandon Golf Course (then The Links at Key Biscayne), when he was the superintendent there. That one cost me a few pesos.

Looking at any nice golf course under the low light intensity of early morning or late afternoon.

Watching a row of heads performing at optimum pressure and gallons per minute. I love the "fog effect" you get looking down the line from the first head to the last.

A perfect green stimping 10-plus.

Standing on the seventh tee at Pebble Beach, or the seventeenth at the TPC Stadium Course.

The whispering whir a reel makes as it spins and kisses the bedknife ever so gently.

Watching any spinner top dresser dusting sand on a putting green.

Bunkers which are perfectly raked and edged with exactly the correct amount of sand.

Watching a green come to life from stripping the sod to fumigation, sprigging, growing in and opening day.

Going to the West Coast of Florida for a few days to play golf with my brother-in-law or up to Winter Haven each year to play with our friend Jim "Cornfed" Kosters, a Master PGA Golf Professional who has worn out two sets of Ping Eye Two irons in the 20-odd years I have known him.

Making a hole in one, particularly my second which I saw land on the green and go in the hole.

Watching someone else make a hole in one and buying me drinks with a smile on their face.

New golf equipment. Drivers, putters, wedges, irons bags, gloves, balls. Any and all of it.

Meeting other people who really, really, really, love golf.

Mark My Words Fuzzy Math Just Doesn't Calculate

By Mark Jarrell, CGCS

From where I'm sitting, the chickens have started coming home to roost on the issue of too many turf schools turning out too many graduates seeking jobs as golf course superintendents. Some may not see it as cause and effect, but here's what I see happening.

I've had several conversations with longtime superintendents who are ready to just pack it in from the demands and pressures of the job – pressures more frequent and intense than they've ever felt before. As a matter of fact,



one friend did just that, last week tossing his keys on the desk and quitting on the spot. Another friend still

reports to work each day, hanging in limbo while his greens committee searches for his replacement.

While the underlying reason may be the sluggish economy, you'll never convince me that dedicated professionals would normally be treated this way if there weren't 500 guys ready to step in and take their place. The spe-