**WILD SIDE** 

# Working WITH Mother Nature

During the course of any day, the golf course superintendent can face many challenges. Some of these challenges can truly test our skills and our patience. One such challenge that I faced when coming to The Moorings Club was with the irrigation weather station.

Our rain gauge on the weather station never seemed to work properly because it had to be constantly cleaned out. I remember writing a schedule on the calendar to clean the station on a regular basis, like every other week. The problem was that Loggerhead Shrikes (a perching bird slightly smaller than a mockingbird and similar in color) in the area would use the weather station rain bucket for a toilet.

I figured what we had here was a failure to communicate. So I tried my best at communication with my little feathered friends.

Plan A was to just talk with them and let them know what I expected. I told the little birds that I did not mind them sitting on the rain bucket but could they please put their tail feathers to the outside rather then in the bucket. I'm not sure if the birds understood the instructions and just chose to ignore them but the rain bucket continued to be filled.

Plan B called for me to write them a lit-



tle note complete with a diagram on where to place their tail feathers.

You know, I don't think they even looked at the note or with apathy setting in.... just didn't care

After some more brainstorming with the crew, we decided to silicone some nail spikes around the rain bucket which we were sure would keep them from landing on it. After all, if they can't land on it they can't use it as a toilet; another good idea gone to crap (literally). The spikes didn't work.

The shrikes would just sit between the spikes and even straddle them. Once I think I saw a shrike using the spikes to preen his feathers with which only added to my frustration. Ok, so telling

him didn't do it, writing pictures didn't keep him off, nail spikes around the bucket didn't do it. I got it. Let's tie some fishing line between the nail spikes so he has nothing to land on.

Well you guessed it, I just made the little birds a new swing set. It was quite humorous actually to watch these little birds swing on the fishing line all-the-while still pointing his tail feathers the wrong way filling my rain bucket with, well let's just say bird stuff.

We had had it at this point and thought we had exhausted all of our ideas. Then it dawned on me that if I can't keep him from landing on the rain bucket by placing things on it, what if I provided a better place to sit. Would he go for it?

Yep, that was the ticket. We made a quick bird perch by placing a wooden dowel through a stick and tie-strapped the whole thing to the weather station away from the rain bucket. Since installing this makeshift perch, the shrikes have not landed anywhere else.

The moral of the story here is don't work against Mother Nature because you're going to lose. If you work with nature everyone can be happy!

Craig Weyandt

## aerial imagery

- · Renovation Planning
- · Irrigation Management
- GPS Mapping

www.ragantechnical.com dave@ragantechnical.com

RTC

561.776.9713

Ragan Technical Solutions, Inc.

## Upstart Products, Inc.

GreenHoover Brushes Fits Toro, John Deere & Jacobsen

## CASCADE PLUS

LIQUID OR GRANULAR

## PHYTO-FOS

FAST RELEASE SYSTEMIC PHOSPHOROUS

## AMINO ACID BIOFERTILIZERS

Quelant-Ca — Quelant-K Macro-Sorb radicular — Macro-Sorb foliar

1 800 203 5629

## SPREADRITE, INC.

## **CUSTOM SPREADING**

FERTILIZER • DOLOMITE • GYPSUM ARAGONITE • HYCAL LIME

## FAIRWAY TOP DRESSING

## LAMAR SAPP ART SAPP

6001 S.W. 19th STREET PLANTATION, FL 33317 MOBILE: (561) 479-9417 MOBILE: (954) 383-4036

SUMMER 2004 51

## Alternatives to Nemacur tard bran product that mematicide/fungicide are

By W. T. Crow, Ph.D.

(Editor's Note: This report to the FGCSA Research Committee is a brief summary of the field trials that Dr. Crow has been conducting the past two years in an effort to study the efficacy of alternative products since Nemacur is being phased out.

A recent field survey of golf courses in Florida found damaging levels of plant-parasitic nematodes on 87 percent of them. Fenamiphos, the active ingredient in Nemacur, has been the most commonly used nematode management product used by golf courses since the late 1970s. However, the manufacturer of Nemacur (Bayer) has agreed to a phase-out of all Nemacur products. The phase-out is a result of the recent review of organophosphate pesticides as mandated by the Food Quality Protection Act of 1996. This has created a great need for alternative nematodemanagement options. While there are a number of nematode products out there, the efficacy of many is questionable at best. We are planning on evaluating a number of commercially available and soon-to-be available products for nematode management. We hope to be able to offer turf managers a reasonable idea of what to expect when these products are used.

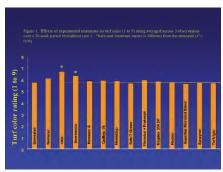
## Materials and methods Year 1:

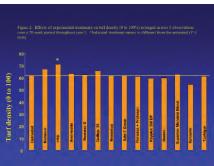
In 2002 we evaluated a number of products on Floradwarf bermudagrass for ability to cause decreases in nematode populations, decreases in nematode damage, or increases in tolerance to lance (Hoplolaimus galeatus) and stubby-root (Trichodorus proximus) nematodes.

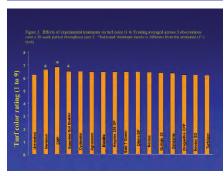
The products tested were avermectin (a miticide with nematicidal properties), Neotec (a plant-based product that claims to be nematode suppressive), Nemastop (a plant-based product that claims to be nematode suppressive) combined with Bac Pac Plus (a root biostimulant), Nematac S (a beneficial nematode), Quillaja 35 (a plant-based product that claims to be nematode suppressive), Safe T Green (a product that claims to be nematode suppressive), Floradox (a product that claims to stimulate plants' natural defenses) combined with Protosyne (a root stimulant), KeyPlex 350 DP (a product that claims to stimulate plants natural defenses), Superbio Microbial Blend (a root biostimulant), Synzyme (a root biostimulant), TurfVigor (a root stimulant), and CMP (a mus-

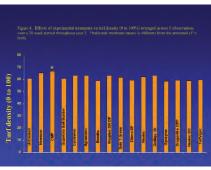
tard bran product that may be a natural nematicide/fungicide applied at 12Ib/1000 sq. ft.).

Each product was applied at the maxi-









mum labeled rate every four weeks. Turf was evaluated visually and nematode samples were collected 4 weeks after each treatment. The first treatments were applied April 23, 2002, and the final evaluations were made Aug. 27, 2002.

Turf was evaluated visually using several

parameters. Turf color was measured on a scale of 1 to 9 with 9 being brilliant green and 1 being brown. Turf density was a measurement of the percentage of the ground covered by turf foliage. Population densities of lance and stubby-root nematodes were measured, as well as a total of both species. Nine 3/4-inch-diameter cores were taken 3 to 4 inches deep from each plot for nematode analysis. Nematodes were extracted from a 100 cc subsample of soil and counted.

Fourteen weeks after the initial treatment, two 1.5-inch-diameter cores were taken 6 inches deep for root analysis. Roots were extracted from the cores, stained, and scanned on a modified desktop scanner. The root lengths were measured from the digital images using GSRoot software package.

Nematode population densities and visual ratings for each treatment were compared to the untreated using the Contrast Procedure at each sampling date. For the visual parameters, the data for all sampling dates also were combined for season-long comparisons.

## Materials and methods year 2

In 2003 a Tifway 419 bermudagrass site infested with damaging populations of sting nematode (*Belonolaimus longicaudatus*) was used. The site was located at The Villages, about an hour and a half South of Gainesville. Most of the protocols were identical to those in 2002, except some of the products were different and application frequency varied for some of the products.

In 2003 we evaluated many of the same products as in 2002: Neotec, Safe-T Green, Keyplex 350DP, TurVigor LN, Synzyme, Quillaja 35, and CMP. New entries in 2003 were NeoTec S.O., a plant-based product sold as a natural nematode treatment; Bioblitz, a plant-based product being developed as a natural nematode treatment, Dragonfire CPP, a plant-based product sold as a natural nematode treatment; Cyclewise Nema, a fungus product sold as a biological nematode treatment; AgroNeem, a plant-based product sold as a natural nematode treatment; Superbio Soil Builder, a biostimulant (replacing Superbio Microbial Blend used in 2002); and Ditera DF, a killed-microbial product sold as a nematicide.

Some of the products evaluated in 2002 were not included in 2003 because other sources of funding became available to do more intensive testing with those products. In 2003 most of the products were applied every four weeks except for Synzyme that was applied every two weeks, and Ditera DF that was applied weekly. The CMP used in 2003 was an improved formulation from that used in 2002 and was applied at a lower rate (10 lb. /1000 sq. ft.).





Call to speak with a Harrell's family representative or call toll-free 1-800-282-8007

Or visit our Web site: www.harrells.com

Remember when family meant "one for all and all for one"?

Harrell's hasn't forgotten.

In fact, we've always considered customers, employees and suppliers as family. Because we are all connected. Harrell's has spent years ensuring that you can count on us for quality ingredients, state-of-the-art technology and old-fashioned service. And we've come to depend on you for friendship, business and new ideas. That's a relationship to be proud of—and a family worth growing.

## Results year 1

While some treatments had nematode population densities that were higher or lower than the untreated at one sampling date, there were no overall trends in nematode-population reduction. No treatments had significantly greater root lengths than the untreated controls.

Out of five individual observation dates, CMP improved (P < 0.05) turf color compared to untreated plots three times, avermectin two times, and Nemacur, Superbio Microbial Blend and Synzyme once each

Out of five individual sampling dates, CMP improved (P < 0.05) turf density compared to untreated two times, Quillija 35 one time, and Synzyme improved density one time and decreased density two times. No other treatment had any observable effect on turf color or density at individual observation dates

Average turf color throughout the 18 weeks was improved by CMP and avermectin (*Figure I*). Average turf density throughout the study was improved only by CMP (*Figure 2*).

## Results year 2

While some treatments had nematode

population densities that were higher or lower than the untreated at one sampling date, there were no overall trends in nematode population reduction. Only Nemacur had greater root lengths (P < 0.05) than the untreated controls.

Out of the five individual observation dates, CMP improved turf color three times, and AgroNeem, Bioblitz, Cyclewise, Keyplex 350 DP, Nemacur, Neotec, Quillija 35, SafeTGreen, Neotec S.O., Superbio Soil Builder, and Synzyme improved turf color once each. Ditera DF had a negative affect on turf color once.

Out of the five individual observation dates, turf density was improved by AgroNeem, CMP, Cyclewise, Keyplex 350 DP, Nemacur, Neotec, Quillija 35, SafeTGreen, and Neotec S. O. once each. Bioblitz and Synzyme each had a positive effect at one observation and a negative effect on one observation. Average turf color throughout the study was improved by CMP, Superbio Soil Builder, and Nemacur (*Figure 3*).

Average turf density throughout the study was only improved by CMP (Figure 4.

### Discussion

The results of this experiment are representative only of the conditions present at the test locations

and the formulations and rates of materials used. With other conditions, improved formulations, or different application technologies or rates the results might be different from those reported here. In both years the high-performer was the mustard bran material.

This material is currently pending registration by EP A as a biopesticide. Upon contact with water, the mustard bran begins to release the nematicide allyl isothiocyanate (AITC). The AITC is then moved into the soil with irrigation water. The rates of mustard bran used in these experiments were below optimum for nematode control; this may be why nematode reductions were not observed. In other experiments using rates of 15 to 20 lb/1000 sq. ft., we have shown reductions in all three nematode species tested here (sting, lance, and stubby-root nematode). This material also contains about 5% nitrogen and has some fertilizer effects that may have contributed to the visual improvement.

However, in our other experiments with this material, we provide equivalent fertility rates to the untreated plots to account for this and still get treatment improvement compared to untreated. Our studies show that formulated mustard bran may be a useful tool on turfgrass with nematode infestations.

## South Florida Grassing, Inc



Sod, Sprigs and Rolls available

- We provide reworking and planting services for fairways, tees and greens
- · Our grass is grown in Hobe Sound on gassed, sand-based soil
- Hydro-mulching, grassing and mulching also available

Tifway 419

Certified Producer

(772) 546-4191

www.southfloridagrassing.com

800-483-4279

Tifdwarf

## Historically Proven: The One Reliable Mole Cricket Control.



## No-dust, low-odor Orthene® Turf, Tree & Ornamental Spray 97

- Smooth-flowing pellets improve handling and measuring accuracy
- Controls over 40 pests (more than Chipco® Choice™)
- Labeled for use on over 110 plant species
- Controls pests through both contact and local systemic activity
- One of the most cost-effective turf insecticides you can buy
- Wide range of tank mix flexibility



Easy to handle and measure



Clean flowing with minimal dust and odor



Quick-dissolving

Learn more about Orthene 97 from your distributor or by visiting www.valentpro.com.



Products That Work, From People Who Care™ | www.valentpro.com | 800-89-VALENT (898-2536)

Read and follow the label instructions before using. Products That Work, From People Who Care is a trademark of Valent U.S.A. Corporation. Orthene is a registered trademark of OMS Investments, Inc. Orthene 97 is U.S. patent 6,013,272. Chipco is a registered trademark and Choice is a trademark of the Aventis Group. ©2004 Valent U.S.A. Corporation. All rights reserved. 10140.13

## Inside the Ropes



NBC technicians check out radios to Central Florida spotters at Bay Hill. Photo by Joel Jackson.



By being inside the ropes I got a close-up of Arnold Palmer (right center) as he shared a moment with Chad and Amy Campbell before the official presentation. Photo by Joel Jackson.

By Joel Jackson

Every March, the PGA
Tour makes its swing through Florida
from Miami to Jacksonville with stops
in Palm Beach and Orlando in
between. Over the years, FGCSA's
local chapters have made connections
with NBC Sports and helped to provide spotters and scorers to assist in the
televising of the four golf tournaments.
We each earn about \$40 per day for
our effort and that money goes to our

chapter for turf research.

Tour caddies who don't have a bag to tote that particular week are also recruited to provide yardages with leader groups and club selections on par-3 tees, but the TV producers also want eyes and ears with each group to keep track of shots, the order of play and up-to-date score reporting. The networks want people who are golf savvy and observant. That's where the local superintendent chapters come in.

The TV production people who decide how to present the tournament must make split-second decisions on which camera on which hole to use to tell the story. While these folks hunker down in high-tech trailers watching a dozen monitors, there are two to three dozen spotters and scorers walking the fairways and on call to provide the current status of a player. These spotters and scorers enable the director to show the next action shot having the most impact on the tournament.

It is organized chaos and not for the thin skinned as the pressure builds in the cooker.

Members of the South Florida, Palm Beach, Central Florida and North Florida chapters generally serve on the Scoring Line and the Who's Away Line.

The Scoring Line is slightly more organized since the primary job is to call in the cumulative scores of the players after they complete a hole. The players have a group number, say No. 37. The order the players appear on the Pairings Sheet for that day is the order the scores are given all

day. Brevity is critical, so no names are used.

Using the Bay Hill
Invitational as an example, Group 37
was Stuart Appleby and Chad
Campbell in that order since Appleby
was the leader at the first tee. If
Appleby was minus16 and Campbell
minus12 when they started, and they
both birdied the first hole, the scorer
would say, "Group 37 reporting." The
producer responds, "Go ahead." The
scorer reports, "Through number 1:
minus 17, minus 13." No names are
used after each hole. The producer may
call and verify scores if they change
dramatically.

The Who's Away Line can be a little more frenetic as the director bounces around looking for that interesting shot, usually by the top five or six players in contention. Spotters are usually assigned to the top 12 groups.

If your group isn't scoring well, you don't get too many calls. It can make for a quiet day, but you must pay attention and always be ready to respond to questions like, "Who's away on 15 and what's he

putting for?" or "How many putts left on No. 9?" Your group may be holding up John Daly and they want to know when to switch back to Big John.

While we are sometimes chastised for adding too much commentary to a shot or situation, they always want to know when a player hits a shot into trouble that will likely cost him a shot and alter the chase for the lead. So you have to be on top of any penalties and drops that occur.

Gallery watching can be tempting sometimes, but when you're wearing that radio headset you're on the clock and responsible for helping to put on a good show. I mentioned earlier about not being thin-skinned while doing this gig. The director watching all the monitors and trying to show the next best shot will shout out questions and half the times not listen to the answers as someone else is feeding

him information, so he impatiently repeats the question two or three times, and you get frustrated that they aren't listening to your stellar sports reporting. It's not personal; it's just business. It's also exercise. I averaged 6.8 miles a day according to my digital pedometer.

I fudged a little on the rules. I did take my camera with me, but I kept it in my fanny pack which also housed bottled water and snacks to fortify me during the daily treks. Since my group finished just ahead of winner Chad Campbell, I hung around the 18th green and snapped a shot of Arnold Palmer congratulating Chad just before the formal ceremony.

I heartily recommend FGCSA members to put in their bid at their chapters to help out during these telecasts. It's fun, educational and helps to raise research funds. Not a bad way to participate in your association.

## The Importance and Value of Networking and Participation

By Bruce Williams, CGCS.

(Editors Note: The following president's message and article shared by former GCSAA President Bruce Williams are testimony to the advantages and benefits of being active in your local chapter.)

I received a call from a former employee a few weeks ago. I had not heard from him in over 20 years. He had relocated to Ohio and had been a golf course superintendent for 15 years at a nice private country club. Unfortunately, he was told that he was fired and did not know where to turn. That is why he called me with hopes that I could help him find a job.

I asked this fellow a few questions and it went something like this. "Are you a member of your local

chapter?" He said "No." "Are you a member of GCSAA and are you familiar with the Employment Referral Service?" He said "No". "Do you uti-



Bruce Williams, CGCS,

their agronomists?" He said "No". "How about your local university....do you have any contacts there" He

lize the USGA and

there." He said "No."
This poor fellow was a ng guy who kept to himse eveloped a network of pe

This poor fellow was a hard-working guy who kept to himself and never developed a network of people who could help him. While I was happy to hear from him after all those years. I really was not in a position to help him. He had painted himself into a corner. While this is an extreme case, I know that there are a number of our

## Neo-Tec<sup>®</sup> Effective, Environmentally Sound Nematode Control

It's true! **Neo-Tec** isn't like other nematicides. Neo-Tec is naturally derived and EPA registered under the safer pesticide rules. Neo-Tec is harmless to beneficial nematodes and is completely biodegradable.

- Promotes healthier roots by controlling harmful nematodes
- Easy container disposal, minimal PPE and re-entry time
- Reduces damage to plant root in the following ways:
  - Disrupts the ability of plant parasitic nematodes to locate plant roots, thereby restricting penetration, feeding and reproduction
  - Reduced nematode feeding activity reduces the opportunities for invasion by pathogenic fungi



**800.442.9821** info@parkwayresearch.com Fax 281.590.3353

SUMMER 2004 57

## **2003 Photo Contest Results**

This is the final category of presenting the winners of the 2003 photo contest. Category 4 – Scenic Holes



First Place. "No. 15 on the Quarry Course" by John Cunningham, Black Diamond Ranch, Lecanto



Second Place. "No. 2 on the North Course" by Trevor Brinkmeyer, Shadow Wood C. C., Bonita Springs

## 2004 Photo Contest Rules

Category 1 – Wildlife on the course: includes any critter on the course that walks flies, swims, slithers or crawls.

Category 2 – Formal Landscaping: includes annuals and ornamental shrubs and trees planted in formal beds on the course or club entrance.

Category 3 – Native Areas: includes beds of native plants including trees, shrubs and grasses used in naturalized areas to reduce turf inputs and aquatic vegetation plantings used to create habitat and protect water qualify.

Category 4 – Scenic Hole: includes any view of a golf hole (panoramic or close up) that demonstrates the scenic beauty of a golf course.

### Easy Rules

 Color prints or slides. Prefer prints. Only one entry per category. Digital images: Digital image entries must be taken at a resolution setting of 300 dpi or higher and saved as Jpeg or Tif format images. Images taken, saved and sent at lower resolutions will not qualify for the contest. If you're not sure.
 Send a print instead.

2. Photo must be taken on an FGCSA mem-

- ber's course. Photo must be taken by an FGCSA member or a member of his staff.

  3. Attach a label on the back of the print or slide which identifies the category, course and photographer. DO NOT WRITE DIRECTLY ON THE BACK OF THE PRINT. Each print shall be attached to an 8.5" x 11" sheet of paper using a loop of masking tape on the back of the print. Slides should be in plastic sleeves for easy access for viewing. Digital images must be accompanied by the same information in an email or document on a CD.
- 4. A caption identifying the category, course and photographer should be typed or printed on the sheet of paper below the mounted print.
- 5. Judging will be done by a panel of FGCSA members not participating in the contest.

Mail entries in a bend proof package marked "PHOTOS DO NOT BEND" to Joel Jackson, 6780 Tamarind Circle, Orlando, 32819. Entries postmarked after August 1, 2004 will be automatically entered in the 2005 Photo Contest.

58 THE FLORIDA GREEN



















## Syngenta never stops working to keep your course green.

Sure, we have an unmatched portfolio of products. From Subdue MAXX™, the industry leader against Pythium, to Barricade®, the longest-lasting pre-emergent against crabgrass. But we're never content. Keeping turf healthy means constantly refining our formulations. And developing new ones, to ensure we always have the best products. Making sure you have the tools you need, that's what we do.

Contact Lee Bloomcamp at 1-352-495-3405, Pablo Perez at 1-305-969-9996, or Kevin Wasilewski at 1-863-860-4293 to learn more about Syngenta.

Important: Always read and follow label instructions before buying or using these products.

©2003 Syngenta. Syngenta Professional Products, Greensboro, NC 27419. Banner MAXX", Barricade\*, Daconil\*, Heritage\*, Medallion\*, Primo MAXX\*, Subdue MAXX\*, and the Syngenta logo are trademarks of a Syngenta Group Company.

www.syngentaprofessionalproducts.com

59 SUMMER 2004

peers who aren't far away from that same situation.

I challenge each person who reads this to sit down and make a list of people who can help you find a job. If you run out of names in a minute or two, then you probably need to work harder at networking. There is no better way to network than to get involved and attend monthly chapter meetings.

As some of you may know, I moved to California in 1997. The North Course was in a grow-in phase and construction was ready to begin on the South Course. That first year was a very busy time. With a change in climate, a multiple course facility, and many new challenges, it was important for me to gain as much local knowledge as possible.

There was no better way than to join the local chapter and take advantage of the opportunities that the chapter had to offer. Joining is good, but participating is better. I tried to attend most meetings. I met many superintendents and a lot of commercial members. I always tried to play golf with three new people each month. It provided me with a quicker learning curve for so many people in the industry.

I would like to encourage everyone to take advantage of what your chapter has to offer. It is a wonderful way to network. Meeting people, building relationships, solving mutual problems, etc. will help you throughout your career. You never know when you may need assistance at your job or in a finding a new one. Learn from the example that I have cited and develop

your network today and throughout your career. Don't wait until it is too late! (See Networking sidebar).

Now that you have a list of potential network opportunities, it is time to develop a strategy to build and cultivate relationships with as many people as you can. I will try to provide a few tips that I have learned, over the years, to help you cast a wider net in developing relationships.

## **Business Cards**

Be certain to have professional business cards with you at all times. Keep your information current. The greatest value is not in handing out your business cards but in exchanging them to develop new contacts. The exchange of business cards alone will not ensure the memory of your encounter. Follow up with an e-mail or a note to set you apart from the crowd.

## Working the Room

Set a goal of making a certain number of contacts at any meeting or function you attend. If there are 100 people at a meeting, it is reasonable to assume that you might walk away with 5-10 new contacts depending on the type of function. Target people who are leaders or influential in the industry. Most people are not interested in talking to you for half an hour, but surely will give you three to five minutes of their time.

## The Elevator Speech

A long time ago, I had a mentor who taught me about the "elevator speech." He indicated that if you got on an elevator and were going up five floors, what would you say in that short time frame to sell yourself to someone?

We should all have a speech prepared in advance that would allow us to make a connection with anyone. When someone says hello and asks what you do for a living, you should have a quick reply that would be interesting and memorable.

Although I call this an elevator speech, it is more applicable at social functions, out on the golf course, in the locker room, etc. When introduced to members or guests, at my golf course, I like to reply "Hi, my name is Bruce Williams, the golf course superintendent here, and I hope I make your game more enjoyable with the conditions that you see today." This usually leads to further conversation. The goal is to make a lasting impression.

## Six Degrees of Separation

In *The Tipping Point*,

Malcolm Gladwell talks about the origin of this phenomenon. He describes how a large group of people ultimately became connected to one another by just a few surprisingly connected individuals who provided common links. Gladwell talks about how there are pivotal people in any network of connected individuals who know a lot of other people. Connect with those who are connected.

When I meet people I try to find out what we have in common. It is amazing that I rarely find someone that I have nothing in common with. Usually we are familiar with a certain golf course, a city, an individual, a hobby or something else. Without probing you can ask a few questions to find common ground and expand into those areas of mutual interest

## Points to Consider

- Don't wait until you've lost your job to start networking.
- If you are clueless in the field of networking then get a mentor.
- Be prepared and consider every day an opportunity to meet and connect with new people.
- Don't get caught without it...business cards that is.
- Don't use a silly sounding e-mail name like "MachoMan" or "TimeforHemp" as it will gain attention but not in a positive manner.
- Don't be arrogant and listen as much as you talk.
- Don't monopolize someone's time.
   Five minutes is a good limit at an initial introduction and there is a difference between following up and becoming a pen pal.
- Dress to impress and look as good as or better than everyone else in the room or at the meeting.
- Without saying a word you are sending a message by your attire when meeting someone.
- Don't be shy. It may not be easy for some but, with practice, you



## **Nick Russakis**

8985 Russos Road Fort Pierce, FL 34951 Office 772-465-5550 Fax 772-595-1010 Mobile 772-216-9800 AgNet 8350

Custom Hedging Fairways, Cart Paths or Anything That Needs Cut.