

# GOLF COURSE<sup>®</sup> INDUSTRY

SERVING THE BUSINESS  
OF GOLF COURSE MANAGEMENT

A close-up photograph of two hands shaking in a firm grip. The hands are wearing white dress shirts and dark pinstriped suit jackets. The background is a plain, light-colored surface.

You  
Can't  
Always  
Get  
What  
You  
Want

BUT IF  
YOU TRY  
SOMETIMES...

BRUCE WILLIAMS ON THE ART OF

**SALARY** pg. 24  
*negotiation.*