

Between Ourselves

and "divide by two," will get a better idea of the pro's yearly earnings than now is harbored. The young pro is on the right track who pilots his course by business methods rather than by the will-o'-the-wisp of spectacular and triumphant tournament performances.

We can name a number of pros whose incomes run in excess of \$10,000 a year, yet they are practically unknown as tournament winners. Some of the champions of past years have had plenty of opportunities for comparison, and you'll note that now they are merchandisers—good ones, too. Jock Hutchison and Cyril Walker are two we call to mind. They have been in both of the pictures, and they've made their choice—to make golf a business like any other business man would.

Deal the Manager a Hand in the Board Meetings

always done.

We shrink from thinking of the money spent unwisely in building and altering golf clubs that might have been used to better results if the manager were allowed to take even "a small speaking part" in the deliberations prior to the spending decisions.

With so many budgets to be made up during the next few months among the country's golf clubs, there is great need for expert, practical guidance. If the manager can't help his club spend right, cut him loose. But the chances are 500 to 1 that if he has been good enough to hold his job for a couple of years, his judgment on clubhouse expenditures is valuable.

Give him a chance to be heard before it's too late.

"Say It With Cash" When Praising Greenkeeper

for achievement and economy.

Of this practice, Southmoor's president, J. C. Vlasak, says, "One can pat a man on the back and praise his work to show appreciation of his efforts, but we decided to pay a bonus, in addition to a compliment, at the end of the season. We did not promise to pay any specific amount, but used our judgment. Our method has brought results and we have greens of which we are very proud."

This proposition deserves consideration by other clubs. If the greenkeeper does his work in a highly satisfactory manner, and helps his club keep its budget down, why not share the benefits in cash with that conscientious worthy?

At many of the most smoothly operated clubs we have noticed that the manager sits in on the board meetings. Such a simple and apparently logical thing to do that it's a wonder it is not

Southmoor Country club, in the Chicago District, is successfully employing an idea that gives its greenkeeper a substantial incentive. At the end of each year he is paid a bonus as a reward