

## This Method Helps Pro Keep His Credit O. K.

A. E. WARD, pro at Winfield, Kansas, writes GOLFDOM telling of the method employed at his club to handle his collections. The plan may help some other pros to get their money so they can keep their credit rating in good shape. Ward says:

"I have read your article in the February issue of GOLFDOM, on 'give all a fair break.' The part I was interested in was the pro's collections.

"I think we have one of the best (if not the best) systems of collecting that I know of.

"The member signs a slip for whatever he gets from the shop. At the end of the month I make out statements and keep them until called for by the member. I send the total charge against each member to the secretary, (who by the way is also secretary of the Chamber of Commerce, Rotary club, and Retail Merchants association). He sends out an itemized statement covering the purchases. When he receives the check from the member he distributes the amounts due to each department. If any member disputes his pro account he is referred to me, then I mail his slips to him, or hand them to him the first time he comes into the shop. I receive a check from the secretary on the 1st and 15th of each month.

"Now the point I want to give you is this; in the four years I have been at this club, I have not had one bad account, nor have I had to carry any charges from month to month, which has enabled me to keep my own credit rating O. K."

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