

Every good green-chairman should have a complete check on all equipment, be able to buy and purchase all the necessary machinery, seed and fertilizer, be able to hold down the course maintenance, and, above all things, be able to stay within the appropriation given him. He should be on the best of terms with the greenkeeper because on their cooperative functioning depends the well being of the club.

The greenkeeper, to be an asset to his club, must be an efficient man. His executive responsibility surpasses any of the above mentioned heads of departments. He must give the green-chairman a complete report on work being done, get the most out of the men he has hired and at all times have the course in the best possible condition.

The golf professional should at all times keep in mind that the members are what keep him at his job. Members to a golf professional are like votes to a politician. Without them there is no business. If he is unable to do the impossible; that is, please everybody, he can do the next best thing, which is to try. He can assist each and every one of the various department heads. He should be able to tell the president of the club anything he should wish to know with regard to the running of his pro-shop. He can assist the greenkeeper and relieve him of minor jobs that he might be able to do when his own duties are not demanding his time. His kindness and consideration of the young fellows who are caddies under him keeping them satisfied and content with the job they are doing.

It hardly seems possible that any club should fail if the various heads would get together and iron out any difficulties that they might encounter. But it is still up to the man in the position he is filling at the club, to make it successful.

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ONE of the best ways in which a pro can increase his reputation as a teacher is to encourage, to the limit of his ability, his star pupils to enter local, sectional and national golf events. This applies both to men and women golfers, and the smart pro will not overlook the beneficial publicity which can result by having one of his junior players show well in a juvenile event, such as the Women's Western GA's annual Junior Open, which this year will be played July 9-12 at Park Ridge C. C., Chicago.

Examples of pros who have developed women stars and as a result have had their reputations as expert instructors built up are numerous. Al Lesperance, for example, is well known for his work with Mrs. Opal Hill; Ernest Jones is widely known as the tutor of Virginia Van Wie; Jack Mackie and Harry Pressler improved their reputations as expert instructors as the result of the publicity their star pupils, Helen Hicks and Leona Cheney obtained. And the most current example is Fred Miley of Lexington, Ky., who sent his daughter—and pupil—Marion, around the women's southern circuit, where she showed to impressive advantage at every appearance.

The smart golf pro will devote a few minutes this spring taking inventory of his golfing prospects among the golfers of his club. If he has a prospective headliner within the membership, he will lose nothing by making arrangements to instruct that individual throughout the season, even if lesson-prices must be cut or entirely forgotten.

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