

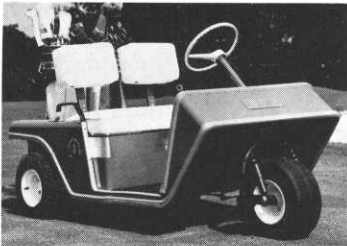
Continued from Page 5

SECOND DAY - ADDITIONAL SESSIONS AT SELECTED LOCATIONS

<u>TIME</u>	<u>TOPICS</u>	<u>LOCATION</u>	<u>INSTRUCTORS</u>
9:00-12:00 N	Ornamentals & Turf	Rochester, St. Cloud, St. Paul Grand Rapids	Hertz, Ascerno, Stienstra
1:30-3:30 pm	Trees	Rochester, St. Cloud, St. Paul Grand Rapids	Ascerno and Stienstra
9:00-12:00 N	Aquatics	St. Paul, Grand Rapids	Krosch
9:00-12:00 N	Forestry	Grand Rapids	Vogt
1:30-3:30 pm	Mosquito Control	St. Paul, Grand Rapids	Noetzel

For additional information concerning the previous programs, contact: Eugene Anderson, Office of Special Programs, 405 Coffey Hall, University of Minnesota, St. Paul, Minnesota 55108. Telephone: 612/373-0725

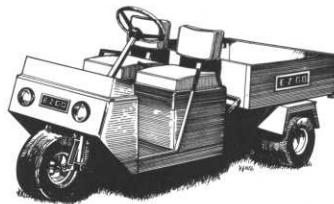
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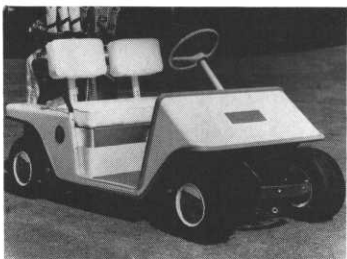
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SALES-SERVICE-LEASING-PARTS

Four Good Ways To Make Bad Decisions

The Illinois State Florists' Assoc. Bulletin outlines several reasons that some decisions turn out to be poor ones: 1) "Joe thinks we should do it this way." This is a dangerous position to be in if you're the person responsible for the results of that decision. 2) "It worked last time." Past experience is often a valuable guideline for a decision, but it should never be the only one. Ask yourself if all important conditions are the same today as they were yesterday, and if better solutions haven't developed in the meantime. 3) "I just have a hunch it will work." Whether you're aware of it or not, hunches are made up not only of past experience but also of biases and misinformation. If your "gut feeling" is really correct, you should be able to dig up some legitimate facts to support it. 4) "Maybe it will go away." Maybe it will get worse. Often, it takes less time and energy to take care of a problem as soon as it comes to your attention than to sit by and take the chance that it will get out of control. "Management by crisis" is the best way to make a bad decision.

Reprint FORE FRONT

ON TO ATLANTA!