

Sound Strategy —

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your optimum pitch, but if you speak too loudly you'll sound aggressive, which might not be appropriate for what you're saying.

The important feature of volume is appropriateness. How loud or how soft you speak must be appropriate to what you are saying and how you look. Your voice and your image must go together. Speaking loudly is an indication of nervousness, anxiety and even hostility. When the volume goes up, we hear anger or frustration. Often it is used as a tool for interruption, excitement, enthusiasm, fear, authority, aggression, assertion and confidence. Turn down the volume to express sympathy, concern and understanding.

Pause

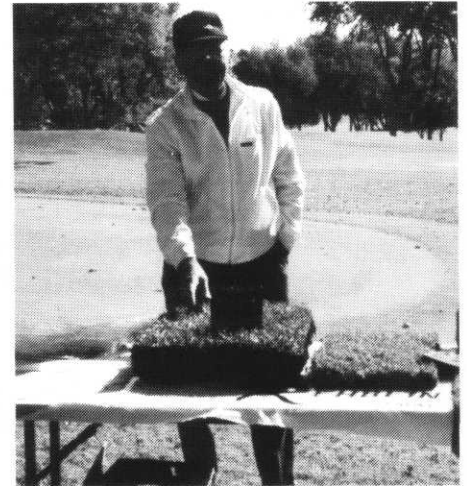
Pause is the third quality you can use to help you project your targeted image. Pause is an extremely valuable tool for stressing different points in your message. The pause gives people time to react to what you are saying. Pausing strategically can change the entire perception people have. Use—but don't overuse—the strategic pause.

Intonation

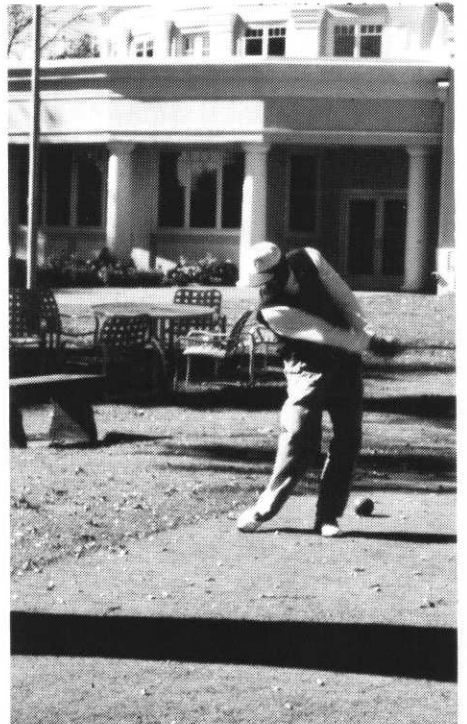
Intonation is the final element in voice language. Your intonation wraps up pitch, loudness and pause into a total package that conveys your message with authority. If a speaker ends each sentence with an upward inflection, we get a picture of someone who is insecure or not confident. It makes us question what's being said.

Use intonation that reflects your inner feelings to give strength to what you're saying and to the image you leave with your listeners.

There is a standard in vocal language that can get you what you want. Your sound strategy is to develop a tone that's appropriate to the goals you're trying to achieve. Consciously choose a strategy for your sound, and change that sound by employing variables of pitch, volume, pause and intonation.



JOE CHECK displays his turf tools on some of Glen Rehbein's washed sod.



BRUCE LELAND, Continental Turf, playing Minneapolis Golf Club's tenth hole from the tips.

MEMBERSHIP REPORT

NEW MEMBERS—OCTOBER 10, 1994

	Class
Patrick Anderson Dellwood Hill G.C. D	
3378 Auger Ave., White Bear Lake, MN 55110	W: 612/426-4406
Greg Christian The Wilds Golf Club A	
1301 W. 143rd, #207, Burnsville, MN 55306	W: 612/445-4455
Darryl DeGrio Rich Acres Golf Course C	
5925 12th Ave. S., Minneapolis, MN 55417	W: 612/861-9349
Joseph Dinnebie Pine Ridge Golf Club BII	
405 West Broadway, Little Falls, MN 56345	W: 218/575-3300
Andrew Dumas Crystal Lake Golf Course BII	
15201 Greenhaven Dr., #115, Burnsville, MN 55306	W: 612/953-3656
John W. Hamblet, Jr. Lakeview Golf Course D	
2720 Ethel Ave., Wayzata, MN 55391	W: 612/472-7546
Kevin Iverson Anoka Hennepin Tech. College . . . C	
1939 Silverbell Rd., #104, Eagan, MN 55122	H: 612/688-8528
Kevin Loftness Turf Enhancement E	
RR 1, Box 115, Hector, MN 55342	W: 612/848-6441
Thomas J. Melcher Tri-State Pump & Control, Inc. . . F	
805 Tower Drive, Medina, MN 55340	W: 612/478-2000
Christian Norton Lakeview Golf Course BII	
710 North Shore Dr., Mound, MN 55364	W: 612/472-7546
Curt Pickar 3M Club of St. Paul/Tartan Park . . BII	
11512 Dale Rd., Woodberry, MN 55125	W: 612/733-3472
Joel Schuman Anoka Hennepin Tech. College . . . C	
13450 Arrowood Ln., Dayton, MN 55327	H: 612/427-8598
Mick Twito Crystal Lake Golf Club BII	
16725 Innsbrook Dr., Lakeville, MN 55044	W: 612/953-3656

RECLASSIFICATION—OCTOBER 10, 1994

John F. Betchwars Creeks Bend Golf Course D to BII
David Longville White Bear Yacht Club BII to B
Thomas Schmidt Perham Lakeside C.C. C to BII

Dick Grundstrom, Membership Chairman