

# PRO2PRO BEST PRACTICES "TOURNAMENT PRACTICES"

BY: BILL COOMER



What keeps you awake the night before an important championship at the club? Did I remember to.....???????

In the world of rules officiating, the saying is, "If you haven't made a wrong ruling, you haven't been on the golf course."

So it goes as a tournament director. If you haven't forgotten something, you haven't been doing it very long. We all have long planning lists and lots of preparation to make that event something special for all the contestants. But those range balls weren't cleaned the night before, or the superintendent forgot to put out the championship flags and sticks, or the trophies came in with the wrong sponsor's name (forget to update from last year's order). It happens!

OK, now what? It may be hard to believe, but you may be the only one that notices these oddities. The players are there to enjoy a fun and exciting day on the course, so be ready to give them that. Greet them as soon as possible and make sure they know you are there to service their needs. Those range balls are being readied and will be on the range in time. You've checked and found someone who can run those flags out before the field is ready to begin play. A quick explanation and a promise to personalize the winner's trophies after the tournament go a long way towards satisfying the few players who will receive those prizes.

Be sincere, give them a great return for their investment and do your best to correct any errors so they don't repeat themselves. That's what the players want and will keep them coming back.

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