

# GROHMAN GOLF GAZETTE

## JUNIOR GOLFER EDITION

Publisher Joe Grohman PGA

Volume 4

Issue 2

July 2002

### **HOWTOGOLF.COM AND HAPPINESS**

When I thought up writing "How to Golf Beginner's Guide" back in the early 90's, the Internet had literally just been invented. I thought it was a great idea and would allow me to sell the book all over the world. People didn't quite realize yet that good website addresses would soon become quite valuable. You wouldn't believe the addresses that were available to me back then. Basically all of them. Most of the professional sports team names for example. At the time I figured people who did that only to profit at the expense of the organization that was the rightful heir to the address were committing some form of extortion. And viewed as scoundrels by the rest of us. (But within months people starting buying any name they thought might become valuable. Anyway, those were the days one could dream up a book and website called "How to Golf", go online and purchase the URL HOWTOGOLF.com. Which I did. It was no big deal back then but it makes an interesting story these days. I figure I could have turned \$10,000 worth of URL's that I could have had (\$32 a name) into \$50 million in today's

market. Maybe a lot more. I mention this to illustrate a point. Does it bother me? Not at all. Nobody knew back then how much people would pay for good addresses. Heck nobody even knew what a website was. And I did what I thought was the right thing to do. There was only \$200,000 in total Internet sales that year. In 1999 or 2000 there was \$10 billion. Now if my book can still pull in one/fifth of a percent of total Internet sales, based on 2-year-old Internet sales figures, I'd be starting at \$20 million. (Of course I'm being ridiculous but hey I'm already down \$50 million fictional dollars, gotta fluff it up somewhere.) The idea is it's only money, real or imagined. My point to you kids is you have to be happy. Don't let mistakes or oversights in life or on the course bring you down. You'll get over it sooner or later, why not sooner? My riches come from helping others, being a good father and inspiring kids. Regardless of how I'm doing financially. Whether you have money or not, it's not what matters in life. What matters is that you are happy. If you are unhappy without money you will be unhappy with it. Only your financial worries would improve.

Moral is: If you are happy you are the richest person in the world, regardless of finances. Besides, the best things in life are free!

**JUNIOR BLIND  
GOLF CLINIC**  
AUGUST 10<sup>th</sup> 12-2 PM  
CHESTER WASHINGTON G.C.  
EVERYONE IS WELCOME  
TO ATTEND  
Call 714.992.6654 for directions,  
info or to make a donation

### **LESSON CORNER**

When you leave yourself a short putt that isn't a tap-in and you want to finish, mark your ball then replace it how you like it. This gives you a moment to collect your thoughts.

If you hit a ball out of bounds it would be a critical mistake to follow it with another out of bounds. Before you hit your next shot, make sure you've taken every precaution to avoid repeating the mistake. Even if you have to change clubs to do so.

If you are serious about pursuing golf as a career, now is the time to prepare. A regular practice routine should be on your schedule for every week. If you leave

# JUNIOR GOLFER

your practice sessions to chance, chances are good that you don't stand a chance.

At the tour level it's all about putting. Therefore the rest of us must need to work on it regardless of ability. And it's more fun to make birdies than bogies. Just make the putt. Practice is the key.

## **INSIDE TEAM TIGER**

**“There are two things you can do. 1-Take action and do your best at fixing the issue or 2-Accept that there is nothing you can do to fix the issue. Either way you've addressed the issue, done what you can and can move on. Otherwise criticism does nothing but breed negativity. If all you offer the world is criticizing and complaining you will eventually surround yourself with the only people that will put up with it. Other criticsers and complainers. Your reality will become a life smothered in negativity and filled with negative people. In this environment only negative things will happen to you. And your biggest complaint will constantly be, “Why me?” On the other hand,**

**positive people attract positivity. That's why we've all heard the saying “positive things only happen to positive people.” Wear a smile for a week and see what happens.” Earl Woods in early 1990** after I asked him how I could become less critical. I had explained to him that I had become aware of a big difference in my attitude from the contrast of being around the team or not being around the team. And I felt that if I could maintain my team tiger vibe at all times I could accomplish a lot. So I gave it a week. And it changed my life. So if you need to, this is one way you can change yours.

From this advice I was able to quickly become in touch with the attitudes people brought into the golf shop. I learned that a little positivity could melt even the sourest, most hardcore of attitudes I faced. I was able to develop and prove my smile theory that I wrote about in the issue of Grohman Golf Gazette. I was also able to figure out the importance of even just a tiny dash of positivity. Here's the story behind that revelation;

I was at the Navy G.C. in Cypress California for 7 years. It was a military golf

course. It was also centrally located between Naval Station Long Beach (home port to dozens of Navy ships), El Toro and Tustin Marine Air Stations, Los Angeles Air Force base, Naval Weapons Station Seal Beach, Naval Shipyard Long Beach and the Army Air Station at Los Alamitos. It was also the home course for many of a huge retired military population living in Southern California. Because of this situation and my status as golf pro at the course, I was able to establish personal friendships with more Admirals and Generals than most people ever meet. One rank below Admiral and General is Colonel in the Air Force, Army and Marine Corps and Captain in the Navy. Again I was able to establish personal friendships with more of these officers than most. All of these military officers were all great people. In the Officer's military, if you get passed over for promotion twice you are basically forced to retire. Over time I was able to answer my own question of why some officers were promoted and the rest passed over. Growing up I saw many men, including my Dad, get promoted or passed over. In my opinion, the difference

# JUNIOR GOLFER

between a promotion and forced retirement is no more than “just a tiny dash of positivity.” In some cases this meant that a qualified candidate was promoted. In others, based on my opinion of their personality, they weren’t but should have been. But one thing is certain. The cream rises to the top. When a General or an Admiral came into the Pro shop they made me feel like they cared about me. Without exception. And again there are many great men that should have made General or Admiral that were retired along the way. Earl Woods is as great a man as I’ve met and I’ve met many. On the other hand, military life isn’t easy. My dad once said to me when I was 17, “you should go military, 20 short years and you can live off your retirement.” I said back, “do I get credit for the 17 I’ve already put in?” (As a military brat) He didn’t think that was too funny which was exactly my point. Back then I looked at the Military as being in the middle of being a civilian and being in prison. With a heavy lean towards the prison side. These days I have a lot more respect. So always remember kids that whether it’s making a short putt for the win, having the girl you just asked to the

prom say yes or being promoted to Admiral or General, it all might come down to “just a tiny dash of positivity.” Thus always carry a little extra on all your travels. You store it in your smile. And by the way, you can’t criticize or complain while you’re smiling. So to stop, simply smile. Works every time.

## **FOOD FOR THOUGHT**

### **DISCRIMINATION PLAN**

“I have a dream that one day man will be judged not by the color of his skin but by the content of his character.” If everyone could see how tolerance looks in my juniors, all would understand how wrong discrimination is. Why when someone’s skin is a different color, that’s the only difference.

### **A RAINBOW**

If you watch a group of kids for one hour representing a rainbow of ethnicity as I have thousands of times, untainted through exposure to discrimination, you will see those kids judge each other based on the content of their character.

### **SKIN COLOR**

Skin color is just that to kids, skin color. Come to my class and you will see before you a slice of what living the dream is like. Represented by a

group of kids that all get along, believe in themselves, want to be their best and give their best.

### **BEST IN NATION**

For example, last year my KOC program at Whittier Narrows won the USGA’s “best in nation” junior program award with the YGAA, one of the inner city junior golf programs I work with that I started my KOC program with last year

### **WALK A MILE**

Walk a mile in my shoes and you would understand why discrimination has to be removed as a threat to our kids. It’s just too dangerous to their self-belief thus becoming all they can be and reaching their dreams. It’s the cornerstone of a host of other problems many kids have. And since it’s perpetuated all over the TV, it’s important that kids are taught at an early age to stay above it. I know I’m riding TV, but a year without it just ended and I can’t believe what I’ve already seen.

### **STAY ABOVE IT**

Kids, whatever your ethnicity, make sure you stay above any discrimination you experience in life or on TV. (Not to mention any standards or values that can negatively influence your self-belief.) Don’t let someone else’s

# JUNIOR GOLFER

problem become yours. My plan since I witnessed and felt the discrimination Tiger was able to stay above has been to teach how he did it to all my juniors until discrimination has no effect on them. It's taken me 6 years to climb out of the damage done to me as a person. Now it's payback time. But my way. No finger pointing or name-calling, no retaliation. I forgive those responsible at the course. It's the Secretary of the Navy and the Commander in Chief at

**PRESIDENT CLINTON**  
the time, President Clinton that have some explaining to do. How could they let the greatest recruiting tool they could ever hope for in Tiger Woods say he was discriminated against at a Navy facility (Newsweek Magazine Oct or Nov 1996), and not investigate? In hindsight it worked out for Tiger, as he wasn't dragged into what could have been some serious yuck. The reason he doesn't go into detail and I keep my mouth shut is because it would only fuel the fire of discrimination.

**NO KID IN AMERICA**  
I want no kid in America to have to suffer that kind of experience. Or even know what went down. It was horrible. Just know that

Tiger Woods is as big a man as they come.

## **THE BIG PICTURE**

The long-term idea is that if the concept spreads far enough, adult generations won't be able to pass it down to kids, the cycle will be broken and discrimination will die off as those who subscribe to it do.

## **PLANT SEEDS**

If "the dream" can survive and thrive in one of the largest junior programs in the country in Long Beach or on a driving range in South Central it can grow anywhere. Plant the seeds of tolerance everywhere you go. Because everywhere you do, the dream can grow. So clear your hearts and clear your minds because we have a lot of planting to do. And like your golf game, we'll just keep working on it until we are successful. I see no other way, no shortcuts. It won't be overnight but we can do it. Just like in class, we work it.

## **"ONE DAY..." IS NOW**

Dr. King had a dream "...that one day..." Well kids, "one day" starts today, with us right here in junior golf. That's the plan. 9/11 showed us once again where hate can take people. I for one have seen enough. Let's show everyone what Dr. King was hoping for. Let's utilize

junior golf in a good start towards reaching his dream.

## **CRITICISM**

And don't let any criticism negatively influence you. Somewhere you will encounter it. Watching Tiger for 7 years from inside Team Tiger and through my own experiences, I've learned how big dreams and big accomplishments become fodder for critics. (The concept behind the February article "Dream Team") No matter how righteous or deserved. And the bigger the success, the bigger the criticisms. It just comes with the territory. So in a way, the bigger the criticism, the better were doing. Or the better our goal. So be prepared for everything, from criticism to success. Do well enough and we get to learn from it all.

## **CORE VALUE**

Make the concept of tolerance a core value that can't be shaken. Not only is it a value needed to be like Tiger but also I feel it's important that the standard of tolerance in this country is set by people that have suffered the most from intolerance, our children. Especially kids from inner-city minority communities like South Central. But regardless of your ethnicity, you kids want to be pro golfers, accepting

# JUNIOR GOLFER

intolerance as a value won't even get you a win in junior golf or on the high school golf team. And life will quickly gobble you up. Because on some level intolerance is actually self-hate directed at others. And self-hate and dream-achieving self-belief cannot coexist. But subscribe to tolerance and all things are possible.

## **ALL ABOARD**

You kids are the key. Regardless of your ethnicity or personal feelings, I need everyone to get involved for the plan to work in South Central and in Southern California. The object is to create interest in golf. Phase one; we make South Central juniors crazy about golf. The rest of the plan will then fall right into place, Team Tiger style! United through golf, it's all I have to offer.

## **PRO'S CORNER**

### **WHAT'S IN A NAME?**

This is one of those little things I wish I'd learned much earlier in life. So here you go kids...

In life you want to strive to greet people by their name whenever possible. Basically it's a sign of respect. On some level it lets them know they are important enough to you to know who they are.

### **THE SWEETEST SOUND**

Someone once said, "There is no sound sweeter than hearing ones own name." You can easily prove this to yourself. The next time someone you don't know has a name badge on, greet him or her warmly by name and watch their face light up no matter how busy they are. McDonalds is a perfect place to try it.

### **BAD NAMES**

That's also why using a bad or silly name no matter how harmless the intent, can really hurt others. It's a show of disrespect towards their very identity, their name.

### **IMPORTANT**

Thus it's important to remember names of people you meet and those you know. The golf world is amazingly small. You will see people you meet at the course many more times during your lifetime if you both play regularly in the area.

### **FORGOT A NAME?**

Occasionally however, there will be times when you know the person but their name escapes you. A few ways to handle this situation is to greet them with "my friend!" "Well look who's here, how the heck have you been", "Amigo!" "Hey, Partner" or any warm greeting to that effect. Hopefully sooner or later someone will call them

by their name, you suddenly remember their name or you are able to get a business card from them.

### **DECOY**

Or, if someone you know is standing by you, let's call him Bill Smith, immediately say "This is my friend Bill Smith." To introduce them. Your unnamed friend will respond with "Hi, I'm Joe Pro" (or whatever their name is). If it's possible, you can discreetly ask others around you for the person's name.

### **AND FINALLY**

If all else fails just say, "Forgive me, but I forgot your name."

### **HOW TO REMEMBER**

Once they say it, use it right away. The most widely taught way to remember names of people you've just met is to say their name 3 times in the first couple of sentences you speak to them.

### **JOE, JOE, JOE**

For example, "Hi Joe nice to meet you. Joe, nice golf shop. What ball do you like Joe?." Say something you can squeeze their name into a few times in a short period.

### **SWEET SEND OFF**

And always say a persons name when they exit. "See you Joe, nice meeting you." You'll be sending them off with the sweetest sound you possibly could, their name.