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## Features

### The Career of a Golf Professional

An Essay by [James Reede](#)

By [James Reede](#)



James Reede III, (left), with his father James Reede Jr. (right), on the golf course.

\*James is a 13-year old, 8th Grade, student-athlete at Ed Harris Middle School in Elk Grove CA. In addition to his 9 years of golf, he runs cross country, track, and plays the saxophone while maintaining a 3.6 GPA. He is affiliated with the Kappa Golf Association Junior Program, No. California Minority Junior Golf Association, SABGC, First Tee of Sacramento, and the Emerald Lakes Junior Golf Program.

I decided to do my research project on the career of a Golf Professional. I chose this career because I have gotten to know a number of Golf Professionals, both teaching and touring Pro's, during my past nine years of golf lessons and junior golf training programs. They have all been good mentors, role models, and teachers of mine. I will be starting the Northern California Golf Association Junior Tour this coming Spring.

A Golf Pro requires a number of different skills. The primary skills required are knowledge of, and an expert talent of playing golf. They have to be personable and get along with people because they have to deal with people on a daily basis. They have to be able to motivate, make the people feel comfortable, and confident to help them to enjoy the game. A Golf Pro has to be a good teacher; they have to be able to instruct beginners as well as advanced players in the skills of the sport. They need to have a lot of patience and perseverance. They must have administrative skills and a knowledge of business and management practices because they are responsible for running the golf program at a course or resort. The pro has to have sales ability to market his teaching skills and the products in the course pro shop.

Most golf pros today have a formal university education and have taken various sports management classes. Many have served as apprentices to other golf pros and consequently got on-the-job training. All are required to attend a number of the Professional Golfers Association (PGA) training programs before they can earn the designation as a Golf Professional.

The environment that a Golf Pro works in can be at a driving range, a public golf course, a private golf course, a golf hotel, or a resort hotel. Golf courses typically are beautiful outdoor environments that change with the seasons. In the warmer climates, Golf Pros may work year round. In the colder climates, pros may work only nine months or less due to snowfall. In this case, pros have to find some other way to make their living so many Pros travel to the warmer climates for three or four months to either teach or tour the winter golf circuit.

The hours that a Golf Pro works are determined by how long the golf course or driving range is open, his management responsibilities, and when he chooses to schedule private or group golf lessons. A Golf Pro

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sometimes has very long days due to the amount of sunshine during the summertime and folks desire to have early tee times to beat the heat.

The Golf Pro is the individual responsible for running a golf course and a program for a facility. He or she is responsible for making sure that the course is in good shape. One of the main functions of the individual is to help people interested in playing the sport develop their skills. He or she is responsible for the supervision and administration of staff members working under him or her. The Pro is expected to schedule staff hours and make sure that enough personnel are on each shift to take care of the club patrons. In many golf clubs, the Pro may be responsible for hiring additional instructors, assistant pros, and the other personnel necessary to run the golf program successfully. Another responsibility Pros assume is running and managing of the pro shop. The last responsibility of the pro might include selling club memberships, obtaining greens fees, registrations, and renting equipment and golf carts.

Golf professionals' earnings vary widely depending upon whether they are touring, teaching, or simply managing a golf facility. The salaries range from \$25,000 up to \$150,000 if they are only teaching or managing a golf course. If they are touring Golf Pros, they can make up to \$14,000,000 in prize money plus upwards of \$50,000,000 for endorsements of products, services, and personal appearances.

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