



## GOLF FOR CAUSE

### Know What?

By Debbie Waitkus, Golf for Cause

*There's no such thing as a dumb question.*

How many times have you heard THAT in your life? Well, ahem. Donna Davis can tell you otherwise.

On March 3rd Donna and 24 other women were recognized by the *Phoenix Business Journal* as Phoenix's top women in business. In fact Donna was named one of Phoenix's Top 2 women in business. During the program, Donna shared a story about an interview she had had early in her working career. She was young and recently married. The straightforward interview was proceeding along nicely when the interviewer suddenly threw Donna a curveball.

"What kind of birth control are you using?" the interviewer asked.

Donna was stunned. *What kind of BIRTH CONTROL am I using?* Yet it wasn't the insensitive nature of what would today be an illegal question that shocked her. She was shocked that she hadn't prepared for it. Prior to the interview Donna had developed a list of Ten Questions They Are Likely To Ask Me. She

studied it carefully and prepared thoughtful

answers for each one. She admits to being a bit naïve, but THIS question? Um, no. She leaned toward the interviewer and asked him,

"What method do you recommend?"



Of the many things we can take away from Donna's story, one is *We don't know what we don't know*. And, of course, it follows that if we don't know what we don't know, SOMEONE has to tell us what we don't know. I learned this while playing in the 9-hole ladies league at Encanto Golf Course during my first year of playing golf.

I vividly recall walking from the green on the 3<sup>rd</sup> hole to the teeing ground on the 4<sup>th</sup> hole, pushing my pull cart. Ahead of me a few steps were two women walking and, I noted, talking with their heads tilting toward each other. They were clearly sharing something just out of my earshot. I wondered what was up. Had someone reported the wrong score on the previous hole?

Did someone in our foursome break a rule? I was, in that moment, the proverbial inquiring mind that wanted to know.

One of the women, Sonny, I knew prior to taking up golf. I asked her what the hubbub was all about. She told me it was about a breach of etiquette. Well, this was something I *really* wanted to know more about, because I was eager to learn everything I could about golf. I pressed Sonny for more information. That's when I found out I was the culprit. *ME?*

Sonny told me that I had walked too close to the green with my pull cart! The way Sonny and the other woman had been speaking in hushed tones, I was expecting to hear a serious crime had been committed. But I immediately thanked Sonny for enlightening me, reminding her that I was new to the game and didn't know all the proper etiquette yet. She responded by taking me under her wing, proudly serving as my gentle mentor doling out suggestions and insights all through the rest of the round.

We just don't know what we don't know. So here's a tip worth remembering on the golf course: Don't be afraid or too proud to ask a question. When you are new to golf, you don't know what you don't know, and you won't know until someone tells you. The great thing is, golfers love to be helpful. If you tell your playing partners that you

welcome anything they can offer in the way of etiquette advice, they'll gladly share it. In the meantime, here's something we ALL should know: when it comes to carving out a little time for ourselves, it's pretty hard to beat golf for having fun, meeting new people and enjoying the outdoors. Sometimes, we even learn something.

There's no question about it.

*Debbie Waitkus, a business-golf expert, is the owner and founder of Golf for Cause<sup>®</sup>, LLC – business-golf education and events. Golf for Cause works with individuals and organizations, helping them use golf strategically to achieve their objectives. Contact Debbie to explore how you can Turn Golf into Gold<sup>®</sup>. [dwaitkus@golfforcause.com](mailto:dwaitkus@golfforcause.com) or 602.722.3605.*