



golf industry show

GCSAA Education Conference | Trade Show | GCSAA Golf Championships
San Diego Convention Center | February 6-11, 2016



PRESENTING PARTNERS



PARTICIPATING PARTNERS





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Considerations for Staffing and Labor

Pat Franklin, CGCS





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“I’m the New Guy”



“But we’ve always done it this way.”



Understanding existing environment and culture



My Due Diligence

THE **3 BIG** QUESTIONS

WHAT IS DUE DILIGENCE?

WHY DO I NEED IT?

HOW DO I GO ABOUT IT?

Observe first, then look to change staffing



Challenges in changes to culture and staff



Communication with Staff is Key



Questions?

Pat Franklin, CGCS

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