

Dealing With Ups & Downs

This is the story of Scott, who achieved his goal of shooting an eighty-two within three months of beginning the program and setting the goal. He learned how to apply focus on and off the golf course.

“The back nine started off kind of rough—a triple bogey on a par 5, a few three putts, and a double bogey. Though I was not focused on the outcome (ha, ha) as I approached the 18th hole, I knew I needed a par on the 359-yard, par 4, to get an 85. This would be a personal best for me, well within reach.

The gentleman I was playing with, who was a regular at the course, suggested that with my distance I should go ahead and drive one out over a bunker to get closer to the green. With a pretty stiff breeze at my back, I decided to just hammer one out toward the green (to the left and behind the bunker) and see what happened.

I nailed it right on line, it bounced a couple of times in the rough, kicked over a ridge in front of the green, and disappeared somewhere onto the green. Unfortunately, the foursome in front of us was still putting out. Obviously, I was quite embarrassed that I hit into them and waved my arms and club in the air to signal my apology. They enthusiastically waved backed and were jumping around a bit, so I figured it must have been pretty close.

My partner drove his cart over to his ball, and I raced up to the green in my cart to apologize in person to the group ahead. When I got there, one of the guys started walking toward me and said, “We’ll let you come up and grab the ball out of the cup yourself.”



Obviously I thought it was a joke and laughed a bit, but he was serious—hole in one! I grabbed the ball out of the cup, shook hands with the group, apologized for my poor etiquette, offered them a drink (they declined), and headed back to watch my partner finish up the hole.

So I ended up with an 82. Hit my scoring goal for the year in March in a slightly nontraditional way, but what the heck.”

The uniqueness of Scott’s achievement was in his approach to the course. During the game, he had a breakdown. However, he did not give up. He stayed the course, learned how to deal with the letdowns, and had a major breakthrough on the eighteenth hole. Because of this, he reached his goal. The game of golf showed him how to overcome ups and downs, conquer interference, and yet remain focused on the goal. This achievement helped Scott immensely, as he tied this mindset into his business goals.