



# Tree Talk



## Pride and Professionalism

By Mike Kelly



**It's not what you look at that matters,  
it's what you see.**

*Henry David Thoreau*

On the wall of my old office hangs a framed treasure; a series of photos depicting Payne Stewart's U.S. Open Championship win in 1999. It's a work of art I was thrilled to acquire when I began setting up my office and I often use it to help my employees "see the whole picture." Payne Stewart's career, and more importantly, his life, was tragically cut short soon after that triumph and this is represented in one of the photos by a bagpipe player walking off into the horizon. That detail is never lost to any observer who looks at the picture, remembering both the joy of his victory and the sadness of his unexpected death.

But what is often lost when you look at the pictures as a whole is the fog encompassing the background, or the footprints left in the dew by the bagpiper. Or maybe you didn't notice

the tracks left in the wetness by the cart that had passed by before. When you *look* at these details is when you *see* the whole picture.

I try to instill that same practice each day at work. If we focus on how long it takes to mow the fairways because we have to wait on several golfers to play through, we might not see the fact that we're averaging over 100 rounds of play per day. That's a phenomenal number for the hot and steamy month of July. If we focus on waiting ten minutes for our lunch to be served in the grill, we might not see that the staff has, once again, scored a 100 on the health inspection grade. If we focus on the weeds that typically grow this time of year, we may want to think about the guys on the mowers all day in 95 degree heat.

When I drive in and out of the parking lot of Lane Tree each day, I see the rewards of a hardworking dedicated staff, the home to over 400 loyal members, and a beautiful retreat for our many guests. Stay focused but let the little things go.

**Stay hydrated and  
enjoy the dog days  
of August.**