

***John A. Lano, PGA***  
*TaylorMade-adidas Golf / Ashworth*  
*Stone Ridge, Virginia*

John was born in Portland, Maine on April 24, 1967 to Arlene M. and the late Andrew G. Lano. He has an older brother, Andrew II, and two older sisters, Melody and Maureen. John, a 1990 Business Administration/minor in Economics graduate from the University of Southern Maine in Portland, was a starting member of the baseball team for 3 years and helped his team to a 4<sup>th</sup> place finish in the 1989 Division III College World Series.

John, a natural athlete, became interested in golf at age 15 after years of watching both his father and brother. He loves competition and golf provided, and continues to provide him, with the individual pressure to succeed. John decided to play golf during his junior and senior years at Falmouth High School, qualifying for the state individual tournament each year as well as finishing Runner up in the Triple "C" Conference Individual Championship in 1983 and winning the title in 1984. He also captained his team to a third place finish in the state team event in 1984. In 1993, John won the City of Portland Championship.

John's first job in the golf profession was "cart kid" at Isleworth Country Club in November of 1993. He registered in the PGA Apprentice program in January, 1994 and was elected to PGA membership in January of 1996.

During the summer of 1997, John became the first Head PGA Professional at South Riding Golf Club in South Riding, Virginia. Two years later, he decided to trade in his spikes to sell apparel and other golf products for a living. PGA member, Robert Haley, gave John his first sales job in 1999 selling for Sport Haley, a Colorado based company.

John's significant accomplishments and awards since entering the golf apparel sales profession include 2005 Rookie of the Year (Tehama), Sales Award for Devant Towels (2005), and recently the 2011 Rising Star Award for the TaylorMade-adidas Golf Company.

John's philosophy is very simple: treat people the way you want to be treated and take accountability for your actions.

John has been married for over 10 years to wife Beth, whose love and support has allowed him to pursue and succeed in a profession that he truly enjoys. They have two boys, Jack (8) and Jamie (5), and a yellow lab named Butter.