

## **GOLF PROFESSIONAL OF THE YEAR**

*This award bestows special recognition on a PGA member whose total contributions to the game best exemplify the complete and consummate PGA professional.*

### **GLENN BROWN - Westwood Country Club**

Westwood Country Club Head Professional Glenn Brown is well-known throughout the section for the countless hours of service he gives to the section, serving as a member or chair of numerous section committees throughout the years, including Special Awards, Tournament and Long Range Planning. Most significantly, he has served on and chaired the Employment/Club Relations Committee since 1990 and has continually gone above and beyond the call of duty in promoting the PGA professional to employers and the public. Over the past eleven years he has been involved with many seminars in this area and has increased the number of business topics offered by the section's education program in order to enhance members' professional status and value to their employers. Glenn was instrumental in the development of the Non-PGA Facilities Seminar which brought together representatives from facilities who were not currently employing PGA professionals with section professionals in a relaxed setting in order to forge stronger relationships and inform them of the benefits of hiring PGA professionals.

Glenn initiated the revival of a section employment database. His section employment survey and subsequent publicity campaign resulted in a 60% response rate. The statistics gleaned from these surveys have been invaluable in assisting members with job searches.

Glenn has personally met with hundreds of club officials, owners, management companies and public officials to educate them about the PGA. He has helped develop and improve compensation packages by designing them to meet a specific golf operation. Glenn receives dozens of calls weekly from fellow golf professionals seeking his advice and guidance. In recognition for his dedication and commitment in this area, he has been the recipient of the section's Bill Strausbaugh Award on three occasions, 1994, 1996 and 1998; and has been a national finalist three times, 1996, 1997 and 1999. This year he was selected the national winner of the PGA's Bill Strausbaugh Award. Additionally, in 1992 Glenn was recognized for his superb merchandising skills and awarded the section's Merchandiser of the Year (Private Category) award. Glenn's distinguished record of service also includes serving on the Central Chapter Board of Directors from 1991 - 1994, Chapter Vice President 1994 - 1995, and Chapter President 1995 - 1996. He has served on the section Board of Directors since 1993 and is currently serving his second term as the section's Director-at-Large.

Unlike many golf professionals, Glenn's interest in golf didn't come at a very early age. He enjoyed sports as a teenager, but baseball was his preferred game. When he was 16 his father introduced him to the game of golf at East Potomac Park. His father's encouragement and enthusiasm was contagious, and Glenn soon became "hooked." In 1971 he declared his professional status and went to work as a shop assistant at Belle Haven Country Club in Alexandria, VA. Glenn earned his PGA membership in 1977, and in 1978 he left Belle Haven to accept a position as Assistant Professional at Westwood Country Club. In 1982 he was promoted to Head Professional and has been with Westwood Country Club for the past 22 years.

Glenn is an inspiration to his fellow golf professionals. His personal hiring philosophy is to hire good staff, help them establish direction and then allow them the freedom to execute. This ideology has helped seven of his former assistant professionals to become head professionals and some of them have been recipients of section-level awards. Three former assistants have won the MAPGA Assistant of the Year and the MAPGA Merchandiser of the Year awards.

Glenn has tremendous respect for the rich history and tradition of golf and its many rules and boundaries. He believes it is every PGA professional's responsibility to promote not only the game of golf, but also the most important principle of the game — integrity.

Golf Professional of the Year is the highest honor our section can bestow on an active PGA professional. Recipients must possess outstanding qualities of leadership, moral character, and a substantial record of service to the section and the game of golf. Without question, Glenn Brown possesses all the qualities of the consummate golf professional and sets an example of leadership that is unsurpassed.