

Joseph G. Wallman, PGA
River Marsh Golf Club, Cambridge, Maryland

Joe grew up in a large family with four brothers and three sisters. Though born in Florida, he attended school in Maryland and only spent summers in Florida. Joe began playing golf at age 16 with friends at Western Maryland College Golf Course (now McDaniel College Golf Club) in Westminster, Maryland. His first set of clubs were a 1940's set of H&B's, a very easy set to hit for a beginning golfer! However, he was able to occasionally get the ball in the air with them, and was immediately hooked on golf.

Joe learned club repair at Golfsmith in Austin, Texas in 1990 and started his own repair business. In 1991, he declared his professional status and began working at Manor Country Club in Rockville, Maryland as an assistant golf professional. In 1992, he moved to the first assistant position at Westpark Golf Club in Leesburg, Virginia for two years. Joe then spent 1 year at Swing Your Way Golf School in Fredericksburg, Virginia as an instructor and another year at Goal Post Golf Center in Sterling, Virginia before receiving his PGA membership in January of 1996 and his Titleist/Cobra golf club fitting certification later that year. Joe moved to the Tri-State Section of The PGA after accepting the Head PGA Professional job at Greencastle Greens Golf Club in Greencastle, Pennsylvania; he became their PGA General Manager in August of 1996. After two years at Greencastle, Joe spent two years at Lakeview Resort in Morgantown, West Virginia serving as their PGA Director of Golf. In December of 2000, Joe accepted the PGA General Manager position at Pete Dye Golf Club in Bridgeport, West Virginia, and became their Head PGA Professional half way through his three years there. Joe returned to the Middle Atlantic Section in 2003 when he accepted the PGA General Manager position at Birkdale Golf Club in Chesterfield, Virginia. Since March of 2006, Joe has been the PGA Director of Golf at River Marsh Golf Club at the Hyatt Regency Chesapeake Bay, voted #31 of the Top 100 Best Golf Resorts by Conde Nast Traveler magazine readers in 2007.

Joe spends 70% of his time in the golf shop. Although 2006 was an outstanding year for his merchandising operation, he was able to achieve slightly better results in 2007. Hard good sales, in particular, increased 50% in 2007 due to a focus on demo and fitting programs.

The skills he learned throughout his apprenticeship with outstanding PGA Professionals and merchandisers such as Coleman Plecker (Manor CC, 1991) and Mark Guttenberg (Westpark GC, 1992-1993), as well as his positions as Head PGA Professional, PGA Director of Golf, and PGA General Manager at various facilities, have helped him achieve excellence. Joe utilizes an Open-To-Buy plan at all times and offers products that represent the most up-to-date technology, looks, and features presented in attractive, unique displays that are easily accessible. His goal is for the customer to feel welcomed and appreciated; Joe's friendly staff members are quick with a smile and are loaded with knowledge of their products.

Joe's success is based on his firm commitment to providing the highest degree of service in all facets of his job. He is always willing to go one step further than is necessary to satisfy a guest or student.

Community involvement is also very important to Joe. Getting involved in community activities allows him to uphold the reputation that PGA Professionals have as respected leaders in their communities. His community involvement includes being an active member of his church; service as a youth soccer, t-ball, and golf coach since 1997; developing and conducting junior golf camps since 1996 with annual attendance of more than 100 juniors; volunteering for numerous community fundraisers; and conducting an annual golf instructional clinic for disadvantaged youth in Dorchester County, Maryland.

Joe's wife of 18 years, Sharon, is incredibly supportive and understanding. Until recently, Joe was commuting from his family's home in Chesterfield, southwest of Richmond, to work at the Hyatt in

Cambridge, Maryland every week, and his wife was left to raise their four children essentially alone. Almost two years and several thousand miles of commuting later, they finally made the move to Maryland. As with many things in life, the fear of moving was much worse than the move itself, and their family is doing great in their new home. Their son, Brennan, age 17, is a 5-handicap golfer who shot 32 in a 9-hole high school match last year; daughter Sara, age 13, is an accomplished dancer; son Riley, age 12, is a gifted athlete and actor; and Connor, age 2, is a bundle of laughs!