

## ***SALESPERSON OF THE YEAR***

*This award bestows special recognition on a golf salesperson in the mid-Atlantic region for his/her outstanding service and dedication to the members and apprentices of the MAPGA, as well as support of the Section through sponsorships and other programs.*

***Bob Fikac & Tim Girard***  
*Sales Representatives*  
*Capitol Golf Cars (Club Car)*

### ***Bob Fikac***

Bob Fikac was born September 11, 1963 in Alexandria, Virginia to his parents Bob and June. He has one brother, Jim. Bob was introduced to the game of golf at age thirteen by his great grandmother, Lula McPhail who was a member of Mount Olive Country Club in Mount Olive, North Carolina. He once played a mixed couples event with her, which they won! Not many people can say they played golf with their great grandmother let alone won a tournament with her, a memory he will never forget. Bob graduated cum laude with a Bachelors Degree from Elon College in 1985 and was elected to PGA membership 4 years later, in 1989.

Bob began his career in the golf industry as an Assistant PGA Professional at Bethesda Country Club (1985-1990) and Caves Valley Golf Club (1991-1992) before becoming the Director of Golf at Lowes Island Club (1993-2009). He went to work for GL Cornell selling golf cars in 2010, which was later purchased by Horizon Distributors in 2011. In September 2019 Bob, Tim and their third partner Dennis Burke purchased the Club Car Distributorship from Horizon and started Capitol Golf Cars. His personal philosophy is customers first! He explains that it is that simple. He was taught that your customer is not an interruption of your work, they are the reason for it! Therefore, you must do everything you can to make them feel they are the highest priority on your list. Things don't always go perfectly, but as long as your customer knows that you have their best interest in mind and that you are working to resolve their issue, you will earn their trust and respect. Be honest, be considerate of your customer's business, and be available!

Bob was named the 1991 MAPGA Assistant Professional of the Year and the 2003 MAPGA Private Merchandiser of the Year at Lowes Island. In addition, he received the 2015 & 2017 Horizon Distributors Regional Business Development Representative of the Year and the 2017 Horizon Distributors National Business Development Representative of the Year. Bob has been married to his wife Fran for thirty-three years and they share three children Bobby (30), Sandy (27), and Paige (26). He describes his wife and children as his rock, indicating that he would never have had the professional success he has had without their unwavering support and sacrifice.

### ***Tim Girard***

Tim Girard was born May 6, 1976 in Glens Falls, New York to his parents Michael and Bonnie. He has a brother Michael and sister Valerie. Tim earned his Bachelors degree at Colgate University where he played offensive tackle on the school's football team. He served as team captain and received All-American honors his senior year.

He began to play golf at age 10 with his grandfather who was an avid golfer. His grandfather kept a box of old golf balls that he would allow Tim to hit in the backyard. Tim has a vivid memory of trying to hit the ball into the neighbor's yard which was about 50 yards away. It was when Tim began successfully hitting them in the neighbor's yard that his grandfather began to take him to the driving range and eventually a local golf course. A couple of summers ago Tim was able to take his son to the same course where he and his grandfather always played.

Tim received the 2015 & 2017 Horizon Distributors Regional Business Development Representative of the Year and the 2017 Horizon Distributors National Business Development Representative of the Year awards. He met his wife Erin four days into his Freshman year in college and they share four children; Gavin (16), Brenna (16), Julia (13), and Olivia (11).