

## The Competitive Edge

A golfer in his 20s and one in his 80s were playing a friendly match, although they did have a bet going.

Surprisingly – at least from the 20-something’s point of view – the younger golfer’s power was offset by the senior’s competitive experience. In fact, as they came to the 18<sup>th</sup> green, the match was even.

It was then that the older golfer’s ball landed in a deep sand trap. The younger golfer remembered his opponent as saying that he had “a little trouble escaping from sand traps,” and decided to pounce.

The younger golfer asked, “How about double or nothing on our bet?”

“Sure,” said the older golfer – and he proceeded to hole out the difficult sand shot!

“I thought you had trouble escaping from traps,” lamented the younger man.

“I do,” said the older golfer. “Can you help me climb out?”

We can chuckle at this experience, but it has some lessons contained within: (1) Never underestimate your opponent, and (2) Don’t jump to conclusions about a communication that could have a double meaning.

– Beecher Hunter

