

## Entrepreneur Motivation Tucker Golf & Social Scene

During 2017, whilst working at a Golf Driving Range Retail Store I decided to take the advice of a customer. The comment was that golf shops are boring and there are no products of interest for a Golf Widow and vice versa. My wife Di said the same many times and we made the decision to add a range of 19th Hole accessories to the shop which resulted in many more ladies suddenly coming into the store, browsing and buying. Of course some golfers commented on what is this etc but some customers bought jewellery and a golf shirt for the husband etc and so it started. I then realised that I should do this on my own and whilst my wife was overseas a fellow Christian friend Carel Van Der Merwe encouraged me to do this as he also had received strong messages about this. I rented a store and when Di arrived back we shop fitted the store ourselves and opened in November which is a good time as the Tourist Season is in Summer months and customers were soon finding our store and purchasing both accessories, golf products, ladies golf clothing, South African made unique products and many of our own BESTOFGOLFSOUTHAFRICA range. Comments such as every golf shop in the Western Cape are the same also drove us to be different. We retail Memorabilia, Charity Auction Items, Historical Antique Golf Bags & Clubs, Golf Clothing for Juniors, Ladies and Men, 19th Hole accessories, Golf Bling, Jewellery, General Golf goods, Pottery and Proudly South African items carefully selected to fit in with our range. We opened our second store on the 1st July 2019 which is a Jewellery/Gift Store in the same centre and I am increasing the Golf side in my shop. We are an alternative to Corporate Stores and this is in our favour. I now give early morning lessons at the Range and then retail till late. Golfers come in for advice( 37 years in the PGA) and as Dale Hayes always said" Do as much for Junior Golf as you can and it will come back to you later". Golfers support our businesses and Trust built up over the years is valuable I guess. We are heading for day 700 and growing all the way, both Spiritually & Mentally. I am Honoured to be Nominated for this but God gets the glory. An Entrepreneur is a risk taker in Business. I know I am Blessed to have Coached Louis Oosthuizen( Major Winner), the SA Junior National Teams and 30 other Pro,s into the Industry and 40 000 Amateurs but this challenge has been awesome to witness things falling into place. The Tucker/ Clause Trophy at St Francis Links was a Great event this Year and I thank my Son Neil Walsh-Tucker for all his efforts and inputs. I was lucky enough to learn from the Best: Otway, Brian & Dale Hayes and have put a lot of this knowledge to good use.

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