Breakfast Ball Etiquette: The Unspoken First Tee Advantage

Key Concepts Covered

- A 'breakfast ball' is an unofficial mulligan offered on the first tee-common in casual rounds.
- Offering it to a client or colleague builds instant rapport and lowers first-tee pressure.
- If you hit a great shot and say nothing while they duff it, it may create quiet resentment.
- That small gesture-or lack of it-can affect the tone of the entire round.
- If you're on the receiving end and no one offers, don't take it personally-stay composed and positive.
- Golf is emotional-being generous in small moments can lead to big business outcomes.

Pro Tips

- Be the one who offers the breakfast ball-it sets the tone as relaxed, fair, and friendly.
- Watch body language closely-your vibe on the first tee impacts the dynamic for all 18 holes.
- Business is built on emotional connection-sometimes it starts with a mulligan.

Next Step: Watch the 'Breakfast Ball Etiquette' video in your Golf4Biz Learning Center