# Tee Box Business Dynamics: Reading the Room and Playing It Right

## Key Concepts Covered

- Gauge the tone: Are you in a boardroom or at a party on the course?
- There are different personality types-read your playing partners before applying etiquette rigidly.
- With laid-back groups, it's okay to talk during swings if they are doing the same.
- Relax tee box rules slightly (like two club lengths) if the group is informal-but still show respect.
- With serious players, tighten up your etiquette-stay quiet, still, and inside the markers.
- Serious players aren't always skilled-but they often care more about the rules and pace.
- Mirror the energy of your group-it builds trust and connection quickly.
- Faster pace is still best, but serious players will respect focus if it's not excessive.

## Pro Tips

- You're not just managing shots-you're managing relationships.
- Misreading the group dynamic can hurt your vibe and your business connection.
- Subtle cues like tone, posture, and pace tell you how to engage. Adjust early and often.

**Next Step: Watch the 'Tee Box Business Dynamics' video in your Golf4Biz Learning Center**