# Knowing When to Pick Up the Ball: A Business-First Decision

## Key Concepts Covered

- Part of learning how to play golf for business is knowing when it's better to just pick up your ball.
- Gauge the skill level and tone of the group-don't assume everyone wants to grind through every hole.
- If your client is a great golfer and you're having a bad hole, offer to pick up your ball.
- They'll either appreciate the gesture or tell you to play it out-but it shows awareness and respect.
- On the flip side, if you're the strong player, be patient with beginners-it builds rapport fast.
- How you act during their bad shots will shape how they view you as a potential business partner.

## Pro Tips

- Picking up is not quitting-it's strategic. It protects pace and shows emotional intelligence.
- Grace and awareness matter more than scorekeeping.
- Be the player others remember as easygoing, respectful, and focused on the bigger picture.

**Next Step: Watch the 'When to Pick Up the Ball' video in your Golf4Biz Learning Center**