



Mike
Ryan

later I can pick up the phone and can call upon them as after golf I can instinctively know there is a trust between us.

What about very specific and tangible examples of how golf has helped you in your national role at Rolls-Royce?

Rolls-Royce was responsible for developing a sophisticated lift fan engine for the joint strike fighter that allows the airplane to do a short take off and vertical land. It is important to the Marine Corps. The Air Force, under General John Jumper, announced a plan to buy some of this variant as well as hundreds of the conventional variant. As it so happened General Jumper and I were paired in a golf tournament the day after the announcement. As a former Harrier pilot well versed in short takeoff and vertical landing fighter aviation, and as someone who knew John Jumper, we spent two hours on the golf course discussing the merits of the STOVL variant of JSF for the Air Force. In my view, good for Rolls-Royce; but more importantly, good for the Air Force.

During golf I was able to provide more information, first hand information in a casual setting, and because of the relationship I was able to further establish we had, as a firm, that information communicated effectively via

golf to the general.

With government oversight so stringent these days, this was still allowed?

Yes, because the tournament was for a charitable cause, and had been approved as such by the legal department of the Department of the Air Force beforehand. In my experience, it is rare when someone violates such a rule. And most of those rare events are because someone just didn't understand the rule in a certain context. Government servants are, in my experience, incredibly honest.

This situation ended well with the Air Force General, but what about business golf blunders, where things have been done or said that are actually detrimental to business?

My boss, Jim Guyette, President and CEO, is not such an avid golfer. He basically just gets out a couple of times a year, mainly when it's necessary for him to play business golf. He really likes to go out with me beforehand, to play a few holes one night, not that I teach him any technique but it's all about avoiding making those blunders. He wants to know all about the business side of golf, what to do and not do to, all the right things that make his time out there with the customer enjoyable and beneficial for Rolls-Royce.

PARTING WORDS

Although sadly we're somewhat at the end of this year's season, we'll still have some lovely mild days; heading south means a surer chance of warmer weather. Just about an hour away on what was once a Civil War battle site, play a world-class great old style course. Cannon Ridge Golf Club, www.golfcannonridge.com, has simply breath taking views, where the architects even left the historic cannon emplacements so the course is natural and certainly worth the drive. Golf Digest ranked it in the Top 10 Courses in Virginia and in the Top 3 Best New Public Course in America (2004).

Is there anything you don't like about business golf?

Yes, scrambles. They drive me nuts, they take too long, clubs think it will go faster, whereas best ball format actually speeds up play. The other thing that does annoy me is when male golfers talk about women golfers being slow. I know many slow male golfers, I know no female golfers that are slow, and they know their etiquette!

Mike you're just trying to butter me up!

No, I mean it!

Where do you golf and is it with the guys?

Ah, yes, you got me...International Country Club in Fairfax. Every Saturday and Sunday I do indeed golf with the guys. Some attorneys, government workers and the like, one of the guys rotates the guys around.

What's your handicap?

I was a 6 now I'm a 9.8

Rather good for a business golfer!

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