***President’s Message---November, 2021***

***NMRacquetball.com New Mexico Racquetball Facebook***

***As one considers periodic ‘tune ups’ for a vehicle or upgrades for a residence, one should also consider strengthening relationships before they go ‘south.’ Things happen; like third party intervention, a leave of absence, or Covid 19. The result is often a shutdown in communication. With recent venue closures across the country and around the globe; members, staff, and others may have had a forced separation. Apart from virtual, print, or telephone, the most integral part of the equation for a strong relationship is DIRECT CONTACT.***

***Once the day arrives for the re-nurturing, parties should have a game plan for success. Write down the most significant concerns. Select a neutral site for the meeting; one with an atmosphere without disruption. Be amiable and smile to break the ice! Include a joke or compliment to the other party to ‘lighten the load.’***

***Next, move into the major theme of the meeting. Is it a hiring issue, job description, personnel concern, or an upcoming event? Show a sincere interest in what is at hand. For an event, have a realistic budget in place so that it becomes a win-win for both parties. Will it infringe on the general membership? If so, consider holding it during non-peak times. Make a partial payment in advance as a gesture that your event is real and that you are in control. Encourage participation across the board. Maintain communication throughout the process.***

***Finally, those who are at the forefront of operating events understand the nuances and requisites for making them successful. We still encourage periodic tune-ups to move forward.***

**In Memoriam….**

**Michael Danoff (Albuquerque) *Law practice for five decades, Racquetball player***

***and college track athlete Passed on Sept. 16; buried on Sept. 19th (74th birthday)***

**Tony Bandoni (Albuquerque) *Long career at Bell Telephone Co. Racquetball***

***player at Supreme Courts/Midtown Passed on October 3 (70 years of age)***

**Roy Poders (Los Angeles) *Retired Insurance Agent Racquetball & Paddleball player***

***Introduced me to racquetball in 1968 (LA) Passed on October 6 (101 years of age)***

***Quote of the month….***

***‘Don’t cross the river if you can’t swim the tide’ America***