

2023 Special Awards Candidate Bio Form

Please send this form back no later Friday, October 21, 2022.

If you were nominated for more than one award you must **submit a bio form for each award**.

Email *

glewandowski@tullymoregolf.com

Name of Nominee: *

Gary Lewandowski

Award Nominated for: *

Merchandiser of the Year Resort

Facility Employed at: *

Tullymore Golf Resort

Year Elected to Membership: *

1996

Please describe your achievements/accomplishments that would pertain to this award. *

Won this award for the first time last year. My philosophy about merchandising is having your staff very involved and hire the staff with that in mind so you can train and then retain that quality staff. Having a passion and drive to provide customer service is hard so we try and keep it fun as well as trying to help each other in developing those selling skills. We meet as a group to talk about each year and develop a strategic buying plan for the next year. This has really helped us in everything that we look at and everything that we purchase because maintaining a 40% profit margin is always a top goal. Buying at different price points as well as trying new items is very important in reaching those sales goals for the year and maintaining those margins. Keeping it fresh and changing up your displays is very important for us as we not only have members that come in every week but we have plenty of guest and public traffic that we are trying to appeal to.

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