

Charlie - Welcome to "15 Minutes with Charlie." I'm your host, Charlie Mechem. I want to help you become a better speaker and writer. In each podcast episode, I'll explore how anecdotes can help your communication become more effective. I'll suggest anecdotes from my book, *Total Anecdotal*, and guests then will react according to their own experiences.

Charlie - Today, I am interviewing Juli Inkster. Juli is one of the greatest players in the history of the LPGA. She's a member of the LPGA Hall of Fame and the World Golf Hall of Fame. Most recently she's been named captain of the U.S. Solheim Cup Team for the third straight time. No player has ever been so honored.

Charlie - So please enjoy this interview with Juli.

Charlie - She's a dear friend and I must say has a wicked sense of humor, which will probably show itself before we're done today.

Charlie - But Juli, we're happy to welcome you to this podcast. And what I'm going to do is quote a few anecdotes out of the book, because for those who haven't followed the earlier podcast, I have written a book called, *Total Anecdotal*. And it's sort of a collection, a dictionary of anecdotes that you can use in speaking or writing to make you a more effective communicator.

Juli - I need that. I will be buying... purchasing that book. Maybe since we're such good friends you can just slide one over to me free.

Charlie - I'll give you one.

Juli - Okay.

Charlie - Autographed.

Juli - Okay.

Charlie - So, I'll just quote a few of the anecdotes and ask how that relates to your life or what's your reaction.

Juli - Okay.

Charlie - Now, the first one has to do with when Babe Ruth in 1930 was signed to a two-year contract for \$130,000. The then general manager, Ed Baro, proudly explained, "No one will ever be paid more." What's your thinking or your thoughts on athlete's salaries?

Juli - Well, let me just... So I won my first LPGA tournament in 1983. I played in five tournaments at the end of the season. I got my card in August and was qualified for five tournaments. And I beat Kathy Woodworth, who was the queen of LPGA...

Charlie - Yeah.

Juli - And my first check was \$22,500. And I thought I was a millionaire.

Charlie - Sure.

Juli - And little did I know that I was going to raise two daughters that spend that in a day. But, I'll never forget, I took... my parents were there and I took them out to dinner and I go, "Mom, Dad I want to buy you dinner." And they go, "Juli, it's going to go really fast. So just let us buy dinner and you keep that \$22,500." And it's amazing how salaries have gone up, but you know what? Sports is a big business. It makes a lot of money.

Charlie - That's exactly right and no sign of it stopping.

Juli - No.

Charlie - That reminds me of a story. One of the great legends of the LPGA, Patty Berg. I asked her one time what was the first money she ever got for an event. And you know, Patty spoke out and-

Juli - Yeah.

Charlie - She said, "The commissioner... It was in your hometown in Cincinnati. I won an event at the Cincinnati Country Club and they paid me \$500 for the winner." I said, "Patty, that's ridiculous." She said, "Yeah, but that was during the war and they paid me with a war bond." Those of our viewers who are too young to know...

Juli - Yes.

Charlie - You could buy a \$500 war bond. I'm sorry \$50 war bond, for \$37.50, and you had to wait ten years and I bet Patty did.

Juli - Oh, yeah. Oh, yeah.

Charlie - This next one in the book is under the category, "Dealing with Adversity." And I'm sure this is made up, but there is an old line that says, "Illegitimi non carborundum." And it's translated as, "Don't let the bastards grind you down." And I'm sure you've had some times when you're playing golf when you had to really scramble.

Juli - Yeah. I mean, my whole game is... I don't really hit the ball past or putt past, but I'm a grinder and I just grind my way to victory. And you know what, I don't really sweat the little things, and I know that drives my husband crazy. But you know, I just kind of move with what's in front of me, and what do I have to do to accomplish my goal.

Charlie - You know, I've heard the term "Grinding" a lot, but what does "Grinder" mean?

Juli - "Grinder" means you don't give up. You could be in the outhouse and the green, be 50 yards away and you're going to think you're going to get it up and down. And that's kind of what I did. When I was on I was on, but when I wasn't on I just somehow scrambled to an even par or one or two under and then something clicked and that's when it hit. I mean, I think... I think every great player... I'm not saying I'm great, but every great player has had those rounds. And you hear Tiger say, "I didn't have my 'A' game."

Juli - I mean, really, in four rounds you don't really have your "A" game. Maybe nine holes.

Charlie - Yeah.

Juli - So you've got to figure out, you know, what do I need to do? It might not look pretty, but at the end of the day ten years from now no one knows. You just have the trophy.

Charlie - Jack Nicklaus made a comment in his podcast that you know pretty quickly, probably even on the range, whether you've got your game or not. And if you don't, then you don't try to change everything, just work with it. Do it.

Juli - Yeah. Yeah, you've got to sometimes just go with what you've got.

Charlie - Yeah, exactly.

Juli - If you're hitting a draw, play that draw. If you're hitting it big, play that big. But you know, Jack, and he was probably the ultimate at that. You know, you could just see it in his eyes that he was going to will that ball in the hole. And I think I did that a lot.

Charlie - This is under the category in the book of "Sense of Humor." And it's a limerick, which I've always loved. It goes like this: "He was a very cautious lad who never romped or played. He didn't smoke. He didn't drink or even kiss a maid. So when he upped and passed away, insurance was denied, but since they said he never lived, they said he never died." Sense of humor is important, isn't it?

Juli - It is. And I've been blessed with my father's sense of humor. We're a very sarcastic family, but we have fun. You know, you're the king of the one-liners too. And I love a good one-liner, so I think that's why we've gotten along so well, is we never take each other too seriously. If you can't laugh at yourself, you know, something's wrong.

Charlie - That, to me, is the key. The best sense of humor never is at the expense of somebody else. It's sort of making fun of the human condition, if you will.

Juli - Exactly.

Charlie - And I can't tell you how many tense business situations I've been in where I've relieved it with a little joke or comment...

Juli - Or anecdote.

Charlie - Yeah, exactly. That's what the book is all about.

Juli - It's amazing, though, how all of a sudden you know someone says something and it just pops in your head, something, and you just spit it out and it's funny. And I think that's the one.

Charlie - And the older you get the more those are in your head.

Juli - Oh, I know.

Charlie - There's something for every taste.

Juli - Yeah.

Charlie - Henny Youngman was one of the funniest standup comedians. My wife and I used to laugh at him. He passed away now. But he had more funny lines. And this one I've always loved. And this I want to ask you about because of your marriage to Brian. Youngman said, "You know what it means when you come home at night, walk in the door and you're greeted by your spouse with a big kiss and a Martini. Do you know what it means? It means you're in the wrong house."

Juli - Did Brian write that? Because he would turn around like, "What's going on?"

Charlie - What's going on?

Juli - Yeah.

Charlie - Well, you and Brian have had a great relationship and I think that's because you've... Well, you explain that.

Juli - Well, I think he really has been very supportive of what I do. And he doesn't ever need to be in the forefront. But he's got a great sense of humor and he's a great dad. And I'm telling you right now, if you wouldn't have thought of that, he would have wrote that line. Because if I got up and made him breakfast, he'd think I'd ran the car into the garage or something. I'm buttering him up for something.

Charlie - He must have been involved with raising your girls too.

Juli - Oh, yeah. He was great, you know. If I was gone he'd get them off to school and get them dressed and get them out the door. He didn't mind being the dad or the mom or whatever. But I think to raise a family these days you need a tag team, you know? It can't be just one person.

Charlie - But he, I know on several occasions, he would come out, carry the bag for you on a particular... So he enjoyed that part of it as well.

Juli - Oh, yeah. But when we got done after... You know, he'd come out for a special league tournament and caddie or maybe once a year he'd caddie. And we'd get done and we'd hug and we both look at each other and go, "Boy, we're glad we don't do that 26 weeks out of the year," because we would have never have made it.

Charlie - True.

Juli - I don't know how they do it. I don't know how these husband/wives do it.

Charlie - And fathers on occasion.

Juli - No. Yeah.

Charlie - And at some point you just want to say, "Come on Dad, leave her alone."

Juli - Yeah. But you know, he's always been very supportive and always has been there. But him caddying for me, would have not gone well. We would have needed a lot of anecdotes to get through that marriage.

Charlie - Did he ever really try to influence your game?

Juli - Yeah, he taught me before we had kids. And then once we had kids, we'd go down there and we'd talk about the kids and we wouldn't really get much work done. And I was kind of at a crossroads, am I to keep playing or maybe a stay-at-home mom or what. So we decided to get some outside help, and Mike McGetrick was right there and started working with him. And he really liked Mike, and he never stepped on Mike's foot. But

right now if I go out there and say, "Hey, I'm doing this," he knows my swing. So, he knew when to step in and step back.

Charlie - Right.

Juli - I think he never really tried to influence me and my game.

Charlie - Great. This is the final one and this is under the category in the book of "What is Really Important?" There's a wonderful quiz, which somebody said was written by Charles Schulz, but it was not. The Schulz family denied that he had written it, but they were proud of it. And here's the first quiz: "Name five of the wealthiest people in the world. Name five Heisman Trophy winners. Name five winners of the Miss America contest. Name 10 people who won the Nobel or Pulitzer Prize. Name the last half dozen Academy Award winners, male or female. Name the last 10 winners of the World Series. How did you do? Probably not very well."

Charlie - "Now the next six questions go like this. Name three teachers who aided your journey through school. Name three friends who have helped you through a difficult time. Name five people who have taught you worthwhile things. Name a few people who have made you feel special. Name five people who you enjoy being with. Name several heroes whose lives have inspired you."

Charlie - I guess the lesson here is obvious. Those are the important people. But have there been those kind of people in your life?

Juli - Well, yeah. Starting with my parents. I mean, they were... My dad was a fireman. My mom was a stay-at-home mom. We didn't have much money. I didn't know that.

Charlie - Yeah.

Juli - But every step of the way, my brothers, myself, they were by our side, whether it be a game or guitar or whatever. And I learned a lot of parenting from them. You've been a huge influence on our life. And Marilyn a little bit more. But, you know, I've known you probably for like 30 years.

Charlie - Yeah.

Juli - And it's been great. But my daughters are a huge influence with me. My parents. I have such a great group of friends at home that know nothing about golf.

Charlie - Right.

Juli - And, you know, they've been so supportive of my career. So I've been blessed with great friendship. But I think the person also makes the friends.

Charlie - True.

Juli - It's being open and wanting to be friends with somebody. And I've always had a great group of friends that I enjoy being with.

Charlie - Did you have idols in sports when you were growing up?

Juli - You know, I didn't... I mean, my dad was a baseball player, so I mean, I was a huge baseball fan. You know, Juan Marichal and Tito Fuentes. I was more baseball than it was golf. Probably when I started to play golf, you know, I probably... You know, Nancy Lopez or JoAnne Connor, or someone like that. I loved the way they played. And I learned a lot from Nancy, learned a lot from Mr. Palmer, just watching him, the way he dealt with crowds.

Charlie - Not just how to play the game.

Juli - Yeah, exactly.

Charlie - How to be a pro.

Juli - How to be a pro, yeah. You know, and sometimes I was good at it and sometimes I had those bad days.

Charlie - Sure.

Juli - But I think where I am right now in my life, I look back on it, and for me, I never aspired to be a pro. I fell into it, and it's been the best rewarding career.

Charlie - It still is.

Juli - Yeah, it still is.

Charlie - I know how much the Solheim Cup captaincy means to you. Say about that. Talk about that.

Juli - Well, I mean, just being on the Solheim Team was an amazing honor. I've been fortunate, I've done a lot of good things in golf that being a captain of the Solheim Cup Team and being a part of 16 ladies, three captains, myself and 12 and trying to come to a goal. I've learned so much about myself about leading and, you know, for me you lead how you want to be led. And that's... I try to do that, you know, it's not a dictatorship. I ask for help and I think they appreciate that.

Charlie - And they do what you say in the final analysis.

Juli - They better, yeah. If I say, "A vodka tonic." Get me a Vodka tonic.

Charlie - Tom Callahan and I always have been good friends. And not too long ago we were exchanging emails about something and he mentioned he had seen at Arnold's memorial service, he had seen both you and Nancy.

Juli - Yeah.

Charlie - And he said, "Juli...Bill Walsh used to sometimes get in a real bad way with his golf." He said, "I've seen Juli perform," as he put it, "golf version of the Heimlich Maneuver by phone, by telephone to Bill Walsh." What's that about?

Juli - Bill Walsh is a great guy and a great mind. And I just kind of got to know him playing golf. And he always asked me for some help. And whether it was right or wrong, he listened. And I learned a lot from him, just the way he led and the respect the team had for him. I mean, he was probably not

the most warm and fuzzy guy, but he knew what he was talking about and people respected that.

Charlie - Most of the great coaches aren't warm and fuzzy. They have respect and maybe even some of them are loved in a way, but they're never arm around them.

Juli - Like Paul Brown.

Charlie - Paul. I asked Otto Graham, who was a great quarterback on the Brown's team, I said, "When you screwed up, did Paul yell and scream at you?" "Charlie, never that" he said, "If you did something wrong, came off the field, Paul would take one look at you then walk away." So you were beneath contempt.

Juli - Yeah, I know. And then sometimes you don't need to say anything.

Charlie - That's right. You know it.

Juli - You know it. You know you messed up. I think Eddie DeBartolo was really the kind of the Nancy Lopez of the football team, because he'd hug everybody and, you know, made it warm and friendly.

Charlie - It can be made to work. But if you look at Belichick and the great college coaches and any sport really, they're usually pretty tough guys.

Juli - Yeah. Bill Parcells he wasn't warm and fuzzy.

Charlie - Oh, yeah. But there are guys, I'm trying to think... Ara Parseghian. He could be tougher than a two-dollar steak but the players loved him. And we're digressing now, but he and I got to know one another pretty well, because we both went to Miami University. We were on the board together, we overlap five or six years. And I asked him one night, we were having cocktails after the board meeting. I said, "Ara, what makes a great coach?" He said, "I don't know about others," but he said, "if you're asking why I've been successful, I plan five plays out." He said, "A lot of coaches plan five plays out, but if the second play doesn't work, they don't know where to go." He said, "In my case I tried to know that if the second play

didn't work, what the third one ought to be." And I thought that was really insightful.

Juli - Yeah. He was one step ahead. Yeah.

Charlie - He also inspired players. He said, "You know, Charlie, in high school you can inspire but it's craziness," you know they're all... "In the pros you can't play that. But in college you can really inspire players."

Juli - Yeah.

Charlie - And of course at Notre Dame in particular.

Juli - Yeah.

Charlie - Thanks for joining me for today's conversation. If you'd like to listen to more episodes, please visit totalanecdotal.co or search for "15 Minutes With Charlie" in your podcasting app. If you are enjoying the show you should check out my book, "*Total Anecdotal: A Fun Guide to Help You Become a Better Speaker and Writer.*" Learn more at totalanecdotal.co/book, that's totalanecdotal.co/book, or it's available through Amazon or Barnes & Noble, and perhaps your local bookstore.