

# THINGS I HAVE LEARNED IN 50 YEARS OF CALLING

by Ed Foote

1. Peace of mind is more important than money.
2. If you really enjoy calling for a particular club, and it can not offer a normal fee, don't worry about the money and take the date.
3. In dealing with any commercial property or business, always get everything in writing. Trust, but verify.
4. In dealing with hotels or motels, always assume that the person you are talking to will be gone in six months.
5. In dealing with hotels, try to avoid food commitments. They are a hassle and you can lose big.
6. When faced with a problem, say: "How can I see this differently?"
7. For any particular club, there are more good callers available than there are dates. To get a booking or to be re-booked, you must keep in contact with the club.
8. If a group is really happy, it doesn't make any difference what abilities it has. You will love calling for it.
9. Occasionally one finds a club that combines high ability with great happiness. These clubs are a rare gift to the square dance world.
10. The more organized you are, the less stress you have.
11. The more prepared you are, the less stress you have.
12. The earlier you arrive at a dance, the less stress you have.
13. Always ask what you can give back to the square dance activity.
14. If someone makes you laugh, keep that person around.
15. As you get better and better at calling, be content, but not satisfied.
16. Be sure you are right, then go ahead. But recognize, and be willing to accept, the consequences.
17. If you can find your purpose in life and live it, you will be happy. If you can identify someone else's purpose in life and help them live it, you will be even happier.
18. Trust in God, but lock your car.