

Ducks lose double-header

The Oregon softball team lost twice Tuesday to seventh-ranked Fresno State University, 4-0 and 3-1.

Paige Maks singled in Lesley Stine from third base with the Ducks' only run of the afternoon in the fourth inning of the second game. In the first game, FSU batters pounded Oregon pitcher Cindy Garrett for 12 hits, while the Bulldogs' Lori Romeiro held the Ducks to one.

The losses dropped Oregon's record to 7-12 overall, 2-4 in NorPac action.

Oregon competes in the Reno Tournament Thursday, playing St. Mary's at 12 p.m., CSU Hayward at 2 p.m., and Portland State at 4 p.m. The Ducks continue tournament action in Reno Friday against Stanford and Nevada.

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LOSE POUNDS, NOT DOLLARS

Editor's note: Edwin Lucas was general manager of Seattle's Metropolitan Health Club for three years during the mid-seventies. At the time, the club was the largest independently owned weight training gym in Washington.

Before the Yellow Pages give you eye strain and you get footsore trekking around in search of the right gym, here's some common sense advice to guide you smoothly through your first few months of club membership.

First, get a complete physical. Tell your doctor you want to start a vigorous but sensible exercise program and ask if you're physically sound. Do not begin any kind of strenuous exercise without a preliminary physical, especially if you're out of shape or past forty.

Ask your friends for recommendations. Any business that gets good "word of mouth" advertising usually deserves it, and friends aren't likely to give you bad leads.

No luck? Call the Better Business Bureau. The employees there are always glad to give information on legitimate businesses.

The Yellow Pages usually list exercise facilities under "Gymnasiums" or "Health Studios." Don't be offended if clubs refuse to quote rates over the phone. This is standard business practice in many fields, and it is fair. After all, how can you accurately gauge the value of rates for a gym you haven't even seen?

Some gyms try to book appointment tours for phone inquirers. If the salesperson tries to make you feel small for not coming in, forget the club. You can be sure it's a high-pressure "rip-off" where they'll use every possible ploy to twist your check-writing arm. If the phone sales approach is low key, you'd be well advised to book



an appointment; it's probably a legitimate business. Remember, good businesses don't have to intimidate people to get customers — they're self-perpetuating.

Now that you've picked some clubs to visit, commit yourself! Joining a gym is like learning to ride a bike: you can't just watch, you must go out and do it. Pack your workout clothes and put your checkbook in your pocket. Make a personal commitment to join the gym of your choice.

Once you're in a club, evaluate it. Overly plush facilities should put you on guard immediately. Those cloud-deep carpets, exotic statues and designer furnishings have to be paid for somehow, and they're often bought with your exorbitant membership payments.

What do the instructors look like? Are they healthy and well-toned, firm, trim and vital? If they're obviously out of shape and incompetent, why entrust your health, appearance and money to them? Head for the door!

If the instructors pass the appearance test, ask how long they've been in the business. If they are bona fide fitness experts, they'll be happy to list credentials.

Ask if salespeople are also instructors. If not, they're usually professional "closers" whose only objective is getting your name on the dotted line of a binding contract. Beware of "closers"; they're only after your money.

Never sign any contract without thoroughly reading it, and always get a carbon copy. Good clubs usually don't have binding long-term contracts, since they prefer only members who want to be there. An initiation charge and monthly maintenance fee aren't unusual, and you can quit whenever you wish. If a receipt isn't offered when you make your payments, request one.

Guest Column

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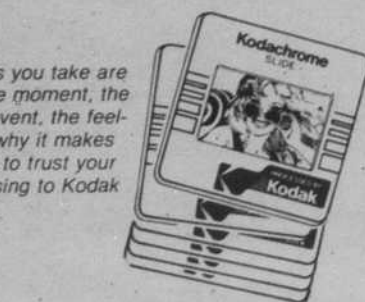
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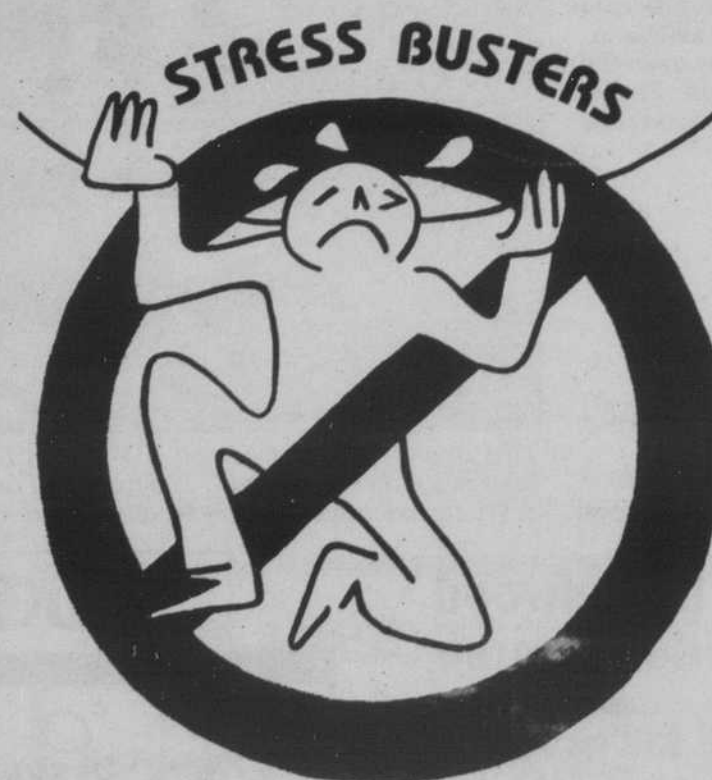
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