



Meeting of the Minds in March.

The TRIB Group events calendar is a little different for 2018 and I want to clarify what the changes are.

First, most of you are use to the “Convention” format in March, but this year the Spring meeting will be a “Meeting of the Minds” format. The event runs from Saturday, March 3rd until Tuesday, March 6. Most of you are use to the Spring meeting beginning on a Sunday. The agenda will look like a typical “Meeting of the Minds.” Saturday begins with registration and booth set-up. Sunday morning 8:00 am Meeting of the Minds sessions begin, the HotShow follows in the afternoon, and a networking event at the Wild Horse Saloon caps the night off. On Monday, sessions continue, and on Tuesday we end with the HotShow II. We pack 3 full days with buying events, networking events, and Member sessions. Many of you are accustomed to the Convention format, but this is the Meeting of the Minds that you are use to seeing in the Fall.

So what are we doing in the Fall? RTO World!

Continued...

Can you still register for THINK TANK? Yes you can!

Our fourth annual Las Vegas Furniture Market Think Tank is scheduled for Monday and Tuesday, January 29-30. Go to tribgroup.com and find it in the Think Tank story).

Calendar of Events

TRIB Group Board of Directors Meeting
December 8
Scottsdale, Az.

Tupelo Furniture Market Winter
January 4-7, 2018
Tupelo, MS

APRO Legislative Conference
February 7-8
Washington, DC.



THE NATIONAL RENT-TO-OWN
CONVENTION AND TRADE SHOW
HOSTED BY APRO AND TRIB GROUP
AUGUST 21-23 IN ST. LOUIS

TRIB GROUP



2775 Cruse Road, Ste. 2401
Lawrenceville, Ga.30044

Dennis Shields, Executive Director
Laurel Whitmire, PR & Admin Coordinator
Karl Wicker, Services Coordinator

BOARD OF DIRECTORS

President: DAN FISHER
Majik Enterprises
dan.fisher@majikrto.com

Vice President: CHRIS KALE, JR.
Happys Home Center
chriskale115@gmail.com

Treasurer: MIKE TISSOT
Countryside Rentals d/b/a Rent-2-Own
mtissot@r2o.com

Secretary: MARTY AUBLE
Appliance & Furniture RentAll
martya@rentall-inc.com

DAVID P. DAVID
Full-O-Pep Appliances
david@americanrentals.com

BEN BOST
Smart Way of the Carolinas
bbost@gosmartway.net

JEFF LEBAKKEN
Lebakkens Inc of Wisconsin
lebakkens@charter.net

MARK WILLIAMS
Rent One
mwilliams@shoprentone.com

TODD HOMBERGER
Preferred Sales d.b.a. Buddys Home Furnishings
thomberger@buddysrents.com

CURRENT MEMBERSHIP COUNT

196

"Christmas is not a time nor a season, but a state of mind. To cherish peace and goodwill, to be plenteous in mercy, is to have the real spirit of Christmas."

Karl's Korner

The Hope of Light

Throughout history civilizations have hollowed the winter solstice; **the year's longest night with the hope of the returning light of lengthening days.** You see the night of the winter solstice is the longest night and the previous day, the shortest daylight. In the far northern reaches, the sun almost disappears entirely. For some the darkness of winter challenges our ability to see things with optimism and hope. For some, depression settles in and envelopes our minds.

This year has been hard for some of **our RTO family; we've lost loved ones,** have seen the failing health of family and friends, and have even experienced our own significant issues. Some of us have had hard days making our businesses

work, struggling with relationships, or helping friends who are working through their difficulties. All these things are the darkness of a winter that will not last.

We as humans have looked to bring light to the darkest places. Maybe **it is faith in God's light or faith in ourselves** to find light, but ultimately we know and understand that the darkness is short lived. We light candles to signify the victory over darkness, whether it is the eight days of light, the Yule lights of Christmas or any other beliefs, we choose to light our path with hope.

It is my hope that your days be illumined and the darkness of your past fades into the light of a Merry Christmas, Happy Holidays, and a Happy New Year!

-Karl

Executive Director Continued...

In a new collaboration with **APRO, TRIB Group's fall meeting** will be held in St. Louis, Mo. On August 21st to 23rd. Planning is underway for the event **and we'll begin to unveil more details soon.**

We look forward to hosting these events and excited about the change of venue. We also look forward to seeing you all there!

I would like to express my sincere gratitude to all of our Members and Vendors. You are the reason behind TRIB Groups ongoing success and it is because of you that we have the most successful buying group in the industry.

I would also like to thank our Board of Directors for their dedication to TRIB Group. We have just completed annual vendor meetings and I would like to thank those who took the time to travel to Atlanta to participate in those and help us prepare for a successful year.

We at TRIB Group send our warmest greetings for the holiday season and hope that you have a Merry Christmas and a Happy New Year.

Dennis



Vendor Spotlight: All Approved Vendors



Vendor Spotlight: All TRIB Group Approved Vendors

Over the past 35 years we at TRIB Group have been fortunate to have an outstanding relationship with our vendors. So, with this yearend spotlight **we'd like to take pause and acknowledge the hard work and exceptional efforts** our vendors have provided throughout the years.

Our industry is unique, and our vendors have adapted to the demands and challenges of the **rent to own dealer. It is our vendor's ability to work** with us and forge great working relationships that we appreciate and cherish.

To all our vendors who provide our: Appliances, Electronics, Furniture, Specialty, Marketing, and Services; Thank you for great years, past, present and future.

RENT-TO-HOME

Panasonic KitchenAid Shark

D&H EST. 1918
CENTENNIAL COUNTDOWN

TRIB
800.340.1007
www.dandh.com/countdown
email inquiries to rto@dandh.com



January 29-30
2018
Las Vegas

RTO
WORLD18

THE NATIONAL RENT-TO-OWN CON-
VENTION AND TRADE SHOW
HOSTED BY APRO AND TRIB GROUP
AUGUST 21-23, 2018 IN ST. LOUIS

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Reach each of our ever increasing membership with print and digital advertising programs. Available options include:

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