

FROM THE EXECUTIVE DIRECTOR

Welcome to 2019! As we bid farewell to 2018, it's time for everyone to think about the months ahead. But before we totally put 2018 in the past, we must remind everyone to do all the important things associated with being a buying group member. For members, have you prepared and reported all of your purchases to us for 2018? Remember, without accurate reporting, your TRIB Group staff cannot assure you proper rebates from vendors unless the reports are reconciled. For vendors, have you reported your sales to TRIB Group for our members? Have you started the process of getting rebate checks cut and sent to the TRIB Group office? And, have you made arrangements for attending the upcoming Meeting of the Minds and Buy Fair in Nashville?

TRIB Group will have an exciting and busy year in 2019. We hope you will join us on as many of these functions as possible as each serves different purposes. We start off the year with the Las Vegas Furniture Market Think Tank in late January where we will hear from furniture vendors and shop the many showrooms. We will follow that in early March with our annual Meeting of the Minds and Buy Fair in Nashville. In May members have the opportunity to gather in San Diego

Continued...

MEETING OF THE MINDS REGISTRATION DISCOUNT ENDS JANUARY 14!

I know how busy you all are, but why pay more to attend Meeting of the Minds? The deadline to save \$100 off the full price registration ends January 14th. TRIB Group refunds \$500 per company on the registration fees (2 people) when you register. Additional nights cost \$272 per night. If you are bringing extra people from your organization beyond the first package, they will pay \$200 each for the conference plus the cost of their room. We also offer \$1500 in vouchers for product purchased at the show. To register go to <https://avb.swoogo.com/Summit2019>

Calendar of Events

National Rent to Own
Annual Awards Banquet
January 26
St. Charles, MO

THINK TANK
January 28—29
Las Vegas, NV



TRIB RETREAT

Join fellow TRIB Group members and sponsoring vendors at our 3rd Annual TRIB retreat at Catamaran Resort & Spa, San Diego, May 5 -9, 2019. Visit our website for

REFER SOMEONE TO TRIB GROUP!

Do you know a RTO dealer who would benefit from joining TRIB? Ask about our Member Referral Program.

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.
Happy's Home Center
chriskale115@gmail.com

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

Secretary: TODD HOMBERGER
Preferred Sales d.b.a. Buddys Home Furnishings
thomberger@buddyrents.com

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

MIKE TISSOT
Countryside Rentals
mtissor@rto.com

JEFF LEBAKKEN
Lebakken's Inc of Wisconsin
lebakkens@charter.net

MARK WILLIAMS
Rent One
mwilliams@shoprentone.com

JOE FISCHER
Eagle Rents
joe@rentfromeagle.com

CURRENT MEMBERSHIP COUNT

191

“Blessed is the season which engages the whole world in a conspiracy of love.”

-Hamilton Wright Mabie

Karl's Korner

Old & New Business

The old year has ended, and a new year has begun. This means we have old business to finish and new items to address. So, this **Karl's Korner will address both** new and old business by reminding both Members and Vendors that the Quarterly Reports are important. This applies to BOTH ending 2018 and during 2019.

by February 1st. Quarterly reports for 2018 needs be completed for our office to verify rebate status and payments. This again applies to both members and vendors. Remember, the deadline for each quarter of 2019 is the 15th of the **month following the quarter's end:** April 15, July 15, October 15 and January 15 of 2020.

Please contact me karl@tribgroup.com if you need instructions for filing quarterly reports or need your login information.

-Karl

IT IS VERY IMPORTANT that members and vendors get their 4th quarter of 2018 filed by January 15th. If this is not possible, it must be no later than January 31st. Rebate checks are due into our office

From The Executive Director ...

for the third annual TRIB Retreat. An event designed solely to relax, network, and socialize with fellow members. As August rolls around, we will gather in Louisville, KY for our second RTO World national convention and Buy Fair. Still being planned is a summer Think Tank for early Summer. Watch for details later. Did I mention it was going to be a busy year?

I look forward to seeing everyone throughout the year at TRIB Group events, at many of the State Meetings, and the annual APRO Legislative Conference. Have a great January and remember help us help you by preparing all your purchase reports if you are a member and your sales reports if you are a vendor.

TRIB Group THINK TANK *THANK YOU SPONSORS*

THERE IS STILL TIME TO REGISTER FOR THINK TANK!

The perfect opportunity to view the showrooms of Coaster, Furniture of America, Ashley, Serta Simmons,



January 28–29, 2019
Tribgroup.com

Martin Svensson, Symbol Mattress and Million Dollar Rustic, plus others. On Sunday, Southern Furniture Industries, parent company of Southern Motion and Fusion Furniture will be hosting a reception from 5—6:30!

Vendor Spotlight:

The 2019 Vendor Program Guide

In about a week or two you will receive an email from our office informing you that the 2019 Vendor Program Guide is available. The Vendor Program Guide (VPG) is the detailed vendor programs for each vendor participating as an approved vendor for 2019. This is **the information (years ago) we sent you in a 2” binder**. The VPG is online in much the same format.



The VPG is found in the “member’s backroom” of our website; that is the area you go to when you log-in with your User Name and ID. On the Home page **after you’ve logged in will be several links**. The first will allow you to download and see the entire VPG with each vendor categorized by type, (Appliances, Electronics, Furniture & Specialty). This PDF can be printed and put into a binder or have as an overview to glance.

The next link will give you the 2019 New Vendors. This will allow you to see the new vendors added in 2019 and will allow you to click a link to see each of their programs. The last link will give you a listing of all the 2019 approved vendors and each listing will allow you to click and view their VPG sheet with the details of their 2019 programs.

So, keep posted and look for the announcement email a little later this month.

Happy New Year!

Here for all your membership needs in 2019

BENEFIT MARKETING SOLUTIONS®
membership programs

benefitmarketingsolutions.com

1-888-322-6705

Save the Date
Join us in Louisville, Kentucky
August 6 - 8, 2019

RTO WORLD

2775 CRUSE ROAD
SUITE 2401
LAWRENCEVILLE, GA 30044



Large Enough to Serve. Small Enough to Care.

Comfort, quality, and value.

Every time.



SYMBOL

Your life, your mattress™

Contact: Eric Moore
eric@rentalsalesworks.com
symbolmattress.com

YOUR AD HERE

Ask about TRIB Group Advertising Opportunities!



BUSINESS
ELITE

Destinee Mullins
Fleet/Commercial Account
Manager
Direct Line: 470-238-4559
Destinee.Mullins@hendrickauto.com