

## FROM THE EXECUTIVE DIRECTOR

As we officially roll into the second half of 2018, I trust everyone can look back and say “ok the first half of 2018 was pretty good, but it is time to really focus on having a great second half.” TRIB fits that to the letter, a great Meeting of the Minds Convention and Buy Fair in Nashville but flat with members gained and lost. So, what is TRIB focused on for Q3 and beyond? First and foremost right now, all attention is on making the upcoming RTO World Convention the biggest and best rent-to-own convention in recent memory.

You too should be in the same mindset. Whether you are a dealer or vendor, this event should be the catalyst to setup your last part of the year. Everything from educational opportunities, networking with friends and business associates, to awesome product opportunities at the Hot Show and Buy Fair will be available at RTO World in St. Louis. With a great line-up of speakers and a huge number of vendors exhibiting, this event should be a high priority of all TRIB Group Members. Oh yes, I should also remind all members there is a total of \$3000 in vouchers and travel/registration reimbursement available to all that attend. Registration for RTO World has been great, but July is the month for everyone to stop a moment and make their registration and travel arrangements.

*Continued...*

## BEN BOST RECEIVES CUSTOMIZED VAN

The TRIB Group fundraiser that raised well over \$70,000 for Ben Bost played a large role in purchasing this specially equipped van for long time member and Board Member Ben Bost.

Vans such as this restore the ability to get around and are equipped with automatic fold out ramps. This particular van was **customized for Ben's needs.**

We look forward to seeing Ben soon, possibly in St. Louis.



## Calendar of Events

July 29—Aug 2

Las Vegas Furniture Market

August 21—23

RTO World

St. Louis, MO

TRIB Group is pleased to welcome these new members:

CR Fosdick Enterprises dba Premier Rental Purchase

Chad Fosdick  
402-705-4510

CTRTO dba Rent-A-Center  
Scott McHale and Harry Pappas  
410-252-1714

S & P Rentals dba Premier Rental Purchase

REFER SOMEONE TO TRIB GROUP!

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



Happy Independence Day

TRIB GROUP



2775 Cruse Road, Ste. 2401  
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Laurel Whitmire, PR & Admin Coordinator  
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CURRENT MEMBERSHIP COUNT

198

“Business opportunities are like buses, there’s always another one coming.”

– Richard Branson

Karl’s Korner

The Best Made Plans...

A few weeks ago, I set out to repair a corroded leaky garbage deposal bracket. A simple task that I (assumed) this would be a half hour, hour tops project. The job proved to be a bit more difficult than I had imaged. After 2 hack saw blades, (the bolts were rusted in place) a banged up hand and mystery cut finger the bracket was off. The project took on a life of its own and became much more than I had imagined. After 5-hours (including replacing a leaky faucet while I was under the sink) the hour project was finished.

In my younger days, impatience, frustration and just plain old anger would have turned the troublesome project into a mess needing a plumber to **untangle the carnage**. What I’ve learned in all these years is that life is never

linear, that is nothing ever happens exactly as planned. Life likes to take a meandering track, winding its way through time. Stuff (substitute your own version) happens! There are very few sure things in life.

In our businesses, like in life, there is never a straight path. Stuff happens, markets change, clientele differs, and **life moves on**. It’s been said that patience is a virtue, but patience takes practice; it is not a naturally occurring virtue for most of us. We must learn to **“roll with the punches”** that life throws us.

So, as we go into this last half of the year all of us would be well served to find the patience to go with the flow of life and make the most of it.

-Karl

From The Executive Director ...

Now that we have convinced everyone they should be in St. Louis, what are you the dealer doing locally to have a good second half of 2018?

1. Right employees in the right place?
2. Marketing campaigns set in motion?

3. Store(s) looking good to compete with competition?
4. New product categories chosen? If not, RTO World is the place to see new stuff!
5. Are your goals set?

**Let’s make 2018 great! I look forward to seeing everyone in St. Louis in August.**

Dennis

Tell Vendors How They Are Doing

It’s the TRIB Group version of Yelp. The vendor review area in the back end of our website allows you to sing the praises of a vendor that has gone above and beyond, or **let’s you offer some constructive criticism**.

Each vendor will get a chance to see their reviews, and if there is a problem we like to try and help work things out. The overwhelming number of reviews are complimentary. Use the review area to tell us what you think.



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## Vendor Spotlight:



### Vendor Spotlight – United Furniture Industries

United Furniture (UFI) seems to have been with TRIB Group forever, well actually since 2002. It all started in 2000 when United Furniture Industries, emerged from the merger and acquisitions of Comfort Furniture, Parkhill Furniture, and United Chair. In 2008 UFI received the exclusive licensing agreement as the U. S. manufacturer of Simmons Upholstery, a leading resource for microfiber and bonded leather upholstery fabric models.

Today UFI has manufacturing facilities in Mississippi, North Carolina and California. Recently UFI acquired Lane Furniture adding manufacturing facilities in Belden, MS, (750,000 sf) and High Point, NC, (202,000 sf) along with a recognizable brand name to go with their licensing agreement with Simmons.

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