

FROM THE EXECUTIVE DIRECTOR

The second quarter of 2018 has is well underway, and we are still working to get some 2017 missed and incorrect rebates for a few of our members finalized. I say that because practically all those rebate problems are due to members not filing quarterly reports. In the past you've heard Karl & Laurel write about the importance of doing your quarterly reports; now I'd like to offer my 2-cents.

The quarterly reports are the only viable way we can assure you're receiving not only your rebates, but also any special terms or pricing our vendors offer as part of their programs with TRIB Group. Our vendors also file quarterly reports and we compare their reports with yours to assure every member is accounted for and receiving all they should. We do catch quite a few inaccurate or missed rebates and program benefits because of these comparisons. What concerns me are the ones we've missed because there were no reports from our members to verify their purchases. I am certain

Continued...

Sign-Up to Receive News from TRIB Group via Text Message

These days most of you rely almost entirely on your cell phone to stay connected, and while most of you use the device to check email, we are now going to publish news updates by sending links to the Focus, Karl's Specials, the TRIBune, and any event or press release updates via SMS.

The link to sign up is available on our website tribgroup.com. You can opt out at any time and you can specify which communications you wish to receive via text.



Calendar of Events

May 15
Pennsylvania Association
Of Rental Dealers Meeting
Harrisburg, PA

May 16-17
Louisiana Rental Dealers
Association Meeting
Baton Rouge, LA

June 12-14
Missouri Rental Dealers
Association Heartland of
America Trade Show and
Seminar

REFER SOMEONE TO TRIB GROUP!

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



THE NATIONAL RENT-TO-OWN CONVENTION AND TRADE SHOW

HOSTED BY APRO AND TRIB

Aug. 21-23, 2018

TRIB GROUP



2775 Cruise 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: 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

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

JOE FISHER
Eagle Rents
joe@rentfromeagle.com

CURRENT MEMBERSHIP COUNT

198

*"No matter what people tell you,
words and ideas can change the
world."*

-Robin Williams

Karl's Korner

Taking Care

I could walk up to any TRIB Group member and ask about the health of their business and they could easily provide a full report on their business' health. Equally, I could ask any of our vendors the details of their business health and I'd get numbers and percentages of how their products or services are doing with our group and industry. But if I'd ask many of you of an honest assessment of your health, you'd be hard pressed to give an accurate account.

I say this because this week I lost a cousin who was 68 years old. What makes this a tragedy; I learned that he had not been to a doctor in more than a decade. He

succumbed to heart failure brought about by diabetes and a poor diet. He was not a stupid man, he was a college grad and the pastor of a thriving congregation. He took for granted he was OK. He was a victim of the delusion that we can all go on forever.

All of us, yes even you folk who are 30s – 40ish, all of us need to take care of the most important gifts we have, our life and health. The pressures of the daily grind can wear us away bit by bit. If we are not careful we can fall into very bad habits of neglect. It's easy to say, "I'll get to the doctor when I have time". Simple answer you must make the time and make a habit of taking care.

-Karl

Quarterly Reports continued...

there has been thousands of dollars left on the table each year because we have no reports from members to verify their purchases.

Your information is secure and seen only by our office. The time it takes to gather your purchase information and input into the quarterly reports is a small investment to the

assurance you are getting ALL the rebates and benefits of your TRIB Group membership.

Please contact Karl karl@tribgroup.com if you need instructions, help or your login so you can file reports. We want to make sure you receive all the rebates and benefits due you.

Dennis

RTO WORLD REGISTRATION OPENING SOON!

Many of you are ready to register, and we will begin taking registrations very soon. Look for notification in the focus, our website, or sign up for text messages from TRIB.



Whirlpool Hot Show Dollars

Whirlpool will be issuing credits to the members account by May 15th to settle the Whirlpool/TRIB dollars earned on March Hot Show purchases. Please watch your account for the detail credit. Feel free to contact Dennis if you want details of this transaction.

Appliance Price Turbulence

Laundry pricing has been escalated recently or will be real soon, so stay in tune with your providers and their competitors pricing. There will be losers and winners, but we want all to make the right decisions for their companies.

CENTRAL FILE
Marketing RECURRING RESULTS

Did you miss us at the TRIB show?

No Problem!

See how we can
make your brand
POP!

800-749-6245 • Centralfileinc.com

Vendor Spotlight:



Vendor Spotlight: Technology Asset Solutions

From time to time we like to spotlight vendors **who've been with us for a while but may have fallen off our radar.**

Technology Asset Solutions (TAS) offers a unique service for members of TRIB Group. They specialize in the repair and/or reclamation of gaming systems and cell phone & tablet screens. Michael Thompkins operates technology Assets Solutions and is a veteran serving in the Marine Corp for 9 years. He was a low altitude aircraft gunner or as he puts it, **"I was trained to blow enemy aircraft out of the sky"**.

TAS started in 2003 as an IT asset management company, working with businesses taking their old electronics for refurbishing or recycling. TAS has been an approved vendor for TRIB Group since 2011.

TAS offers free shipping both ways and a fast turnaround for repair. That coupled with a 90-days parts & labor warranty makes TAS an option to take those broken devices from the **"broken" shelf in the backroom and ready to rent them out.** Contact: Michael Tompkins, mthompkins@technoassets.com phone: 877-354-4797 x 207 – Toll Free



2775 CRUISE 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

Looking for
a Revenue
Generating
**SUPER
HERO?**



**Have no fear,
the BMS CLUB
Program is here!**

BENEFITMARKETINGSOLUTIONS*

Driving revenue and delivering
real customer value for 28 years.

BenefitMarketingSolutions.com

YOUR AD HERE

REACH MEMBERS OF
TRIB GROUP BY
ADVERTISING YOUR
PRODUCTS, SERVICES,
AND SPECIALS.