



FROM THE EXECUTIVE DIRECTOR

Maximize TRIB Group Membership

As we enter the final two months of the year, it is time for all to assess 2017. Are we taking advantage of everything available to us to become better businesses and to be more profitable? Are we taking all precautions to stay healthy? Are we allotting a balance of personal time in with business demands?

It is probably rare that we actually stop and think about these things in one complete package. As Thanksgiving approaches, I trust everyone will pause and give thanks for the opportunities we have and for everything small or great that we have been blessed with.

Back to the business side and taking advantage of all opportunities. Are you watching and controlling expenses? Are you maximizing all income opportunities, such as club programs and seasonal product rentals? Are you taking early pay discounts on invoices when available? Are you in tune with rebate programs from your suppliers and meeting minimum requirements if they exist? Several vendors have individual member rebate programs. 190 here, 290 there can add up to major dollars over the course of a year.

Winner of the Free Dues Contest Announced

Paying recurring monthly bills with ACH has many advantages, and to encourage those of you **who haven't signed up yet, we announced a contest for new participants. The winner of a free monthly dues payment is TANNER ENTERPRISES!**

Continued...

Room Block Closing Soon for THINK TANK

Our fourth annual Las Vegas Furniture Market Think Tank is scheduled for Monday and Tuesday, January 29-30 and you must reserve this week to get the great rates at the Golden Nugget! Go to TRIB Group.com to register.

Calendar of Events

Kentucky Rental Dealers Association Annual Meeting
November 14
Louisville, KY

INDUSTRY NEWS

PTS Financial Services is proud to announce the promotion of their General Counsel, Charles Smitherman III, PhD to Vice President of Financial Services.

VENDORS:

Committee Meeting Schedule

Electronics—Nov 8-9

Furniture—Nov 14-15

Appliance—Nov 20-21

Specialty—Nov 28-29

Marketing—Nov 30

TRIB Group Welcomes new member!

Donnie Palmer
Pelham Trading Post, Inc.
Pelham, Georgia

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: 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
Lebakken's 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

"The best preparation for tomorrow is doing your best today."
- Jackson Brown

Karl's Korner

Quarterly Reports. Remember those?

Wow, it's November. Our members are ramping up for the holiday season, (which seems earlier each year). Our vendors are working hard to make sure that products get to their clients as needed and on time. We indeed are in the throes of the fourth quarter. Which leads me to my pet peeve issue, Quarterly Reports. Most of you have been very good about keeping up with their quarterly reports, and I must say this year is about as good as I've seen in the nearly fifteen years I've been with TRIB.

Still, our compliance is not what it could be. One hundred percent of our members and vendors submitting reports is the goal. It is easy to lose sight of keeping up with the

Executive Director Continued...

Now would be a great time to go to the Vendor Program Guide and review all of the available programs offered by vendors you do business with and make sure you are doing everything in your control to maximize your annual

ACH Continued...

Paying your dues via ACH can:

1. Reduce the number of checks you use and have to mail and print, saving you money.
2. Increased Security - paying your dues via ACH is secure, and it reduces the potential for human error. No one touches checks in the office and in the postal service.

3. Enhanced Productivity - the traditional manual bill pay process with checks takes more time. With something that recurs monthly, it just makes sense to know it is automated and will hit your bank the same time each month (on the 5th). To sign up go to https://tribgroup.formstack.com/forms/trib_group_ach_authorization_form or email Karl and have him send you the link. :)

task particularly at this busy time of the year. Now is the time to get your reports up to date through the third quarter if you have not done so. You DO NOT want to try to catch up in January, pulling all the figures together as your trying to close the books on 2017.

Vendors I'm not leaving you out of this. All of you know that with your November product committee meetings you are required to have your quarterly reports up to date. And yes, you DO NOT want to come to your meeting WITHOUT your reports being filed.

Bottom line, we require quarterly reports to assure both our members and vendors that everyone benefits from being members and vendors of **TRIB Group. As always, I'm here** karl@tribgroup.com to -Karl

rebates. If you need clarification or direction about any of our programs I will be glad to assist you. Wishing everyone a great finish for 2017 and hope you are setting yourself up for an awesome 2018! Happy Thanksgiving!

Dennis



Save the Date
March 4-6, 2018




Meeting of the Minds

Vendor Spotlight:
Florida State Games




It's video game systems season. This is the time the video game manufacturers roll out their newest consoles and software (games). That brings us to an old friend, Florida State Games. They have been an approved vendor since 1996; one of our longest serving vendors.

Florida State Games (FSG), has been in business since 1990. They are a wholesale distributor carrying a full line of Nintendo, Microsoft and Sony hardware, software and accessories. FSG was one of the first video game distributors to embrace the category and had the foresight to grow and change with the category over the course of years. Over the years FSG has expanded their offerings to include high-demand categories, such as Apple, Samsung and Beats product, along with other multi-media merchandise.

Our contacts are Denis Rosen, denis@floridastategames.net and Sandy Young, sandy@floridastategames.net

Phone: 800-343-4263


WORRY-FREE COMPUTING



Lenovo acer hp

CENTENNIAL COUNTDOWN
D&H
 EST. 1918

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



**January 29-30
 2018**

**RTO
 WORLD18**

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

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

Advertise with TRIB

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

- ◆ Print ads in the Monthly TRIBune
- ◆ Display Banners on trib-group.com
- ◆ Email ads
- ◆ Center Stage quarterly email blasts

Contact laurel@tribgroup.com for more information.

**WE CAN
TARGET ANY
NEW MOVER
IN ANY ZIP
CODE!**

Target New Movers in Any Zip Code Around Your Store to Welcome them to the Neighborhood with a Digital Coupon.

OFFER A FREE MONTH'S RENT WITH ANY NEW AGREEMENT TO GET THEM INTO THE STORE!

Go to our website for more info!

Contact us today
509-220-9694
Erika Sparrow



CALL OR EMAIL FOR A FREE PROFILE OF YOUR ZIP CODES!