



FROM THE EXECUTIVE DIRECTOR

Using terminology from a track and field event, a mile relay is divided into four 1/4 mile segments with a different runner each segment, and the best athlete doing the honor for the last 1/4 mile. In rent-to-own, we have just started the last 1/4 mile segment, or Q4 for 2017, and I trust that everyone has their best of everything in place to finish this relay. Employees should be hyped up for the finish, management should have all resources in place for their best success, marketing and advertising plans that rival previous best should be ready, and merchandise purchased to support a great finish. Promotions for Halloween, Black Friday and Christmas should also be ready so you get that extra kick as you enter the final segment to the finish line to be a winner for Q4.

And yes, every member can be a winner. 2017 has been a challenge for some, but for others it has been a solid year. If you have put everything possible in place, trained well, and have attitudes and minds focused, you will win in this Q4. Remember, this is a relay, one runner is always slightly slower than the others just like one quarter is slower than others, but the best athlete always runs stronger on the last leg. The final leg is Q4 and I trust that everyone has the best of everything in place. Give it that extra kick as you enter turn three and four headed to the finish line/end of the year.

Dennis



2018 Winter Think Tank in Vegas

Our fourth annual Las Vegas Furniture Market Think Tank is scheduled for Monday and Tuesday, January 29-30. With growing attendance and interest over the past three

years, it was a no brainer to schedule this market Think Tank once again.

Think Tank attendees will meet as a group on Monday & Tuesday mornings to hear from various vendors and discuss various topics.

Continued...

Calendar of Events

High Point Furniture Market
October 14-18, 2017
High Point, NC

Illinois Rental Dealer Association Annual Meeting
October 26, 2017
O'Fallon, IL.

INDUSTRY NEWS

Two long time TRIB Members, Brownie Calvin (Option Rentals) and Wayne Simmons (Instant Rentals) have successfully sold their stores to another TRIB Member, Mark Lampkin. We wish Brownie and Wayne a happy retirement!

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



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CURRENT MEMBERSHIP COUNT

194

*Success is the result of perfection,
hard work, learning from failure,
loyalty, and persistence.”*

- Colin Powell

Karl's Korner

Holding Close Those Things
That are Dear

I came to work, starting another Monday with angst because of the events that happened in Las Vegas **the night before. No, I'm not going** to argue about rights or violence. I am writing as a father whose son was in Las Vegas for a conference. This Monday I was concerned, that he would have been somewhere around the carnage of the heinous act. My heart was anxious. Once our children become adults we **don't give up being concerned for** their wellbeing. Thank God for me and our family he is ok.

Tragedy comes in many ways, most of the time to people unknown to us, and as we have learned today,

some to people we know and care about as friends and colleagues. Throughout this nation there are parents, grandparents and loved ones who are grieving from their extreme loss.

So, take time after reading this to hug your children and your loved ones. Reach out to them by phone and tell them how much they mean to you. Then take time in your own **way to pray, or stop what you're** doing in homage for those who have and are suffering unbearable loss, and thank your creator for those you love and hold dearly. -Karl

Think Tank Continued....

These meetings will be held at the Las Vegas Furniture World Market Center Complex. The balance of Monday & Tuesday will be reserved for showroom visits. We would also encourage you to arrive early in Vegas and use Sunday as a day to visit with vendors as Sunday is the official opening day of the Market.

We strongly encourage everyone to join us for this Think Tank. This opportunity gives you access to large, beautiful showrooms with a product lineup that can only be viewed at the Market. To support our attendance, TRIB Group will provide \$300 to each member company that registers and attends. TRIB Group has also reserved a block of rooms at the Golden Nugget, a Vegas icon in downtown, just a short shuttle ride from the

Market. Room rates are \$113 for a King and \$128 for a double Sunday - Tuesday. You can register for Think Tank at <https://tribgroup.formstack.com/forms/winterthinktank2018> (you can also go to tribgroup.com and find it in the Think Tank story). If you do not wish to reserve a room, please use the same link above to register for the conference. The deadline to reserve rooms is Wednesday, November 8th.

As an additional incentive, if you or one of your attendees have not attended the Market the past two years, the Las Vegas Market will fund two room nights for that attendee! We encourage all Members to give attending this Winter Think Tank consideration.

Save the Date
March 4-6, 2018




Meeting of the Minds

WORRY-FREE COMPUTING



ASUS IN SEARCH OF WORTHY

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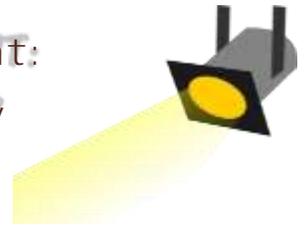
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D&H

TRIB GROUP

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Vendor Spotlight: House of Marley



When you hear the name Marley, most of us think of Bob Marley and his bringing reggae and Caribbean music to the pop/rock charts. The in-home wellness products giant HoMedics branched out into the personal entertainment electronics field with the introduction of “House of Marley” products.

House of Marley is built on the principle of superior quality, sustainability, and a commitment to charitable causes. House of Marley products are developed from eco-friendly materials such as bamboo, FSC™ certified wood, recycled aluminum, plastic, and fabrics. Products are designed and engineered to deliver “Signature Sound” that recreates the energy, emotion, and experience of every recording. The product line-up from the House of Marley begins with high quality entry level earbuds and Bluetooth speakers to high end Marley headphones and Bluetooth speakers and turntables. All made with the same integrity and sustainability to ensure exceptional music experience. The House of Marley, through its charity foundation, supports global re-forestry through one-treeplanted.org . A percentage of House of Marley sales goes towards the replanting of trees.

HoMedics, (distributed by TRIB authorized vendor QDI Distributors), besides their awesome assortment of wellness products and House of Marley also carries: HMDX Audio, JAM Audio, and SOL Republic consumer electronics.

Our TRIB Group contacts are: Doug Kellock, Phone: 602-445-2685 Email: dougk@qdiwireless.com, Bruce Kuperman, Phone: 602-445-2562, Email: brucek@qdiwireless.com both of QDI and Ken Davis of Rental SalesWorks Email: kfd1969@yahoo.com

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THE NATIONAL RENT-TO-OWN CONVENTION AND TRADE SHOW

HOSTED BY APRO AND TRIB GROUP

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