



A WORD FROM THE EXECUTIVE DIRECTOR

As we gear up full speed at the TRIB Group office for our upcoming annual convention in March, we need everyone's help and participation in meeting deadlines and goals. First and most important to our members is the receipt of the proper rebates from each vendor. In order to reconcile all purchasing reports for these rebates, it is very important that all members and vendors have completed their 2009 reports. It is now February 1st and all these should have been completed by now online at the TRIB Group website.

Karl and I start the slow process of comparing vendor reports to the member reports to make sure that everyone is accounted for and the amounts correspond. If a member has not reported timely information, we have no way to reconcile the rebate for that member, thus maybe missing a rebate or shorting a rebate for a member. This is not our intention and we need everyone's participation with reporting in order to minimize this potential problem. Once we pass February 15th, time will not permit us to go back and reconcile late reports because of time limitations with convention approaching.

Short of it all, report timely and we will do everything we can to make sure that the rebates you receive at convention are accurate. Anything reported late will need to be addressed with the vendor directly.

This year's rebate payout will be huge and I look forward to personally handing out the big RED ENVELOPE of rebates to members at convention.

~Dennis

THIS MONTH'S TOP STORY: TOP OF MIND...CONVENTION REGISTRATION

If you have not already been thinking about this year's TRIB Group annual convention, February is the month to react. Both members and vendors should make registering a top priority in February. The convention will be held March 27-31 in Dallas, Texas at the Hilton Anatole hotel.

For members there is a \$100 EARLY BIRD REGISTRATION DISCOUNT for those who register by February 18th. Don't waste a \$100 by waiting. Also start shopping for airline fares, there are some good deals right now, but the longer you wait who knows where the fares will be. To help members offset registration, hotel and travel expenses, below is a list of incentives. Members registering for convention and hotel rooms will receive:

Up to \$300 in hotel money (if member the past 12 months)

\$200 travel passport check

\$300 registration rebate from BrandSource/TRIB Group (if staying at the Anatole)

The above \$800 will be paid to each member at convention.

Other incentives:

\$1000 paid at convention to each member who purchases five pre-selected TV's from Expert Warehouse

\$1000 in five, \$200 vouchers to use with purchase orders
The above \$2000 is guaranteed money for participation. Along with passport credits from many vendors on orders written at the show. Depending on the size of the order, a passport credit can be anywhere from \$25 to \$1000. See convention brochure for complete passport details.

When registering and planning your convention trip, please be reminded that we have a wonderful golf outing on Sunday morning at the beautiful TRIBUTE Golf Course. Also a featured event this year will be our Closing Celebration, formerly known as our Gala Awards Dinner, that will be held at the new, breathtaking Dallas Cowboys Stadium.

www.tribgroup.com

www.brandsourceconvention.com

See everyone there!

CALENDAR OF EVENTS

Las Vegas Furniture Market

February 1-5, 2010

Las Vegas, Nevada

Dave Egan Legislative Conference

February 23-25, 2010

Washington DC

TRIB Group Annual Convention

March 27-31, 2010

Hilton Anatole

Dallas, Texas

High Point Furniture Market

April 17-22, 2010

High Point, NC

Tupelo Furniture Market

August 20-22, 2010

Tupelo, Mississippi

TRIB Group Meeting of the Minds & Buy Fair

August 30- Sept. 1, 2010

Paris Hotel & Casino

Las Vegas

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MEMBER SPOTLIGHT:

ABC Rent to Own of Wichita

Jim Brown

Wichita, Kansas

Jim Brown and ABC Rent to Own may be a new face in the TRIB Group membership but certainly not in the industry. The company began in 1958 as an appliance service store. A few years later in 1965, brothers George and John Parsons opened up the lease and purchase side of the business with a full range of traditional RTO products. Jim Brown joined the team in that same year. Today, the company operates two stores in it's hometown of Wichita and is now a five-month member of TRIB Group.

To stand out from its competitors, ABC relies heavily on the fact that they are a local company that gives better service and variety of products. This in turn leads to a better customer keep rate, an accolade Jim himself is very proud of.

Jim is the kind of man who likes a challenge and the thrill of seeing a positive outcome. For instance, Jim's favorite part of the business is "teaching our employees the finer points of the rent to own business." Jim is also a huge proponent of the federal RTO legislation in the works and has been working on the cause for decades.

When not busy at work with ABC, Jim Brown has a wide variety of personal hobbies including rodeo and calf roping. Also, Jim enjoys the traditional outdoor hobbies such as hunting, fishing and golf.

Welcome to TRIB Group ABC Rent to Own...we hope to see you at convention!



KARL'S CORNER

Dodging the Bullet By: Karl Wicker

The other night I could not sleep, so I turned the TV on and Quentin Tarantino's Pulp Fiction happened to be what was playing. It was at the part where the hit-men Vincent (John Travolta) & Jules (Samuel L. Jackson) were shot at close range by a rather stupid guy, his gun blazing and he didn't hit them. After Vincent & Jules' predictable response, Jules was convinced this was a "life changing moment" and decided to give up the hit-man business.

Although the recession is not over, it has begun recovery and many of us have felt we've dodged the bullets. The question is how life changing will this moment be. What have we learned about the way we do business; what lessons have we applied to our lives that will mold our behavior in the future? The old adage, "what doesn't kill you makes you stronger" certainly applies to how stress and challenge molds our character and produces an inner strength that allows us to endure. The generation that were children during the Great Depression have been dubbed the "Greatest Generation"; fighting the world's most challenging war, (WWII), then producing the greatest growth in industry, science and economics in the history of the world. We have dodged the bullet, we have survived and odds are we will be better and stronger because of the experience.



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CURRENT MEMBERSHIP

MEMBERS:

150

STORES:

2,846

as of 1/22/2010



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PTS FINANCIAL SERVICES

TAXES - DIRECT CHECK - GAP

Contact: John Blair

Phone: 770-262-5609

Email: Johnb4623@aol.com

Attention Vendors & Members:

Your purchasing
and sales reports
for the 4Q2009
were due by
January 15th! TRIB
Group MUST have
these reports com-
pleted in order to
issue/reconcile
rebates!

Happy
Valentine's Day!



VENDOR SPOTLIGHT:

Simmons Mattress Company
Ben Crowder
Atlanta, Georgia

Ben Crowder is a believer in Simmons Mattress Company. A company veteran with 18 years of service under his belt, Ben started his tenure in Mississippi as a sales rep. After being recognized as an All American Sales Rep, Ben moved on to become a National Accounts Manager of Buy Groups in 2004, taking over the Home Shopping Network in 2005 and then to Director of Military and Rental, a title he's held since 2006.

Simmons Mattress Company is an old-timer, turning 140 years old this year. A proud vendor of TRIB Group for the past decade, the Simmons culture is second to none. The company boasts C.H.O.I.C.E.S. which stand for Caring, History, Opportunity, Innovation, Customers, Empowerment and Support. All of these ingredients tied together create an unbeatable force that allows Simmons to climb to the next level. The people at Simmons know that different customers have different needs. Ben says, "whether you are 1 store or 1001 stores, we can help you increase your bedding sales. We pride ourselves with leading the bedding industry in innovation."

In fact Simmons has some notable creations famous to the industry including the Pocketed Coil, the pull-out-sofa and the queen and king size mattress. To ensure their mattresses reaches every dealer efficiently, Simmons has 16 plants nationwide and will ship directly to your store anywhere from 4 sets to 4 truckloads.

Ben Crowder is proud of his company and truly "enjoys the camaraderie of the Military and Rental industry. "I love meeting and training salespeople...showing them the many benefits of the Simmons products and how easy they are to sell or lease out," he said.

To conclude, Ben would like you, the TRIB Group members, to know this— "We have the heavy duty Pocketed Coil Springs with more steel, and we have very good starter beds at lower price points to bring customers in. We also have a Customer Care department at our Corporate Office in Atlanta dedicated specifically for Rental dealers." And look for Simmons to introduce new products the first part of February that include more selection and different coil counts. Be sure to check out these new products in March at the TRIB Group Hot Show.

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2010 TRIB GROUP
CONVENTION!**

**MARCH 27-31
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ANATOLE
DALLAS,
TEXAS**



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