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April 2022



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Publisher's Memo

Follow the Wolf Pack

There are valuable business lessons to be learned from a pack of wolves.

Wolves travel in a single line because it helps them conserve energy. The strongest or most dominant wolves stay up front because they carve a path (through the snow) for the rest of the pack.

Walking in single file protects the pack and allows individual wolves to easily split off and investigate scents along the way. The pack is always looking for food, but it keeps moving without losing direction. The wolf doing the investigation can easily return to the pack.

In business, the first lesson is obvious. Teamwork is always better than doing things alone.



The next thing that jumped out at me is that having a plan and being disciplined are necessary to achieve success. The entire wolf pack is on the same page and works together towards a common goal. The same principles apply in business for sure.

It might be more difficult to compare us to Individual wolves that peel off to investigate scents as they travel, but we can make it work. If a business is strong in its core mission and functions, people and resources can be deployed to explore other entities, including new products and services. It's the way businesses evolve and grow.

Wolves have specific ways of doing things. Their survival depends on it. We can learn a lot from a wolf pack and other animals too. As we move into the spring and summer months, take stock of your business, and make sure that everyone is working together with the same goal in mind.

Hopefully, leaders will make things easier for everyone else and while we are succeeding in our core businesses, we will also be looking for ways to innovate and diversify.

Sincerely,

Gary

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Did You Know?

At Augusta National, where The Masters is played, magnolia Lane extends from the entrance gate to the clubhouse. The large magnolia trees that line both sides of the 330-yard road date to the late 1850s. It was paved in 1947.

Who threw out the first 'first' pitch?

On the first day of the 1910 season, William Howard Taft became the first president to throw the ceremonial first pitch. Since then, every president besides Jimmy Carter and Donald Trump has thrown at least one ceremonial first ball for Opening Day, the All-Star Game or the World Series while in office.

Industry Calendar

Semi-Annual Conference

Commercial Collection Agencies of America

<http://www.commercialcollectionagenciesofamerica.com/events>

April, 6th – 9th, 2022

Sheraton Grand at Wild Horse Pass

NCBA

Spring Conference

www.creditorsbar.org

May 4th - 7th

Omni Hotel, Nashville, TN