



MOVING BUSINESS FORWARD SINCE 1922

Monthly, News & Updates March 2024

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Publisher's Memo

Cleaning Out the Closet

March always marks the beginning of Spring and the official first day of Spring this year is March 19, 2024. Spring means different things to different people, but the universal, over-arching importance is the transition out of cold weather into warmer weather and everything that comes with it. For me personally, as many of you know, it's the playing of The Masters on the PGA Tour, Major League Baseball spring training, flowers blooming and perhaps the most exciting thing, those first warm spring days full of sunshine.



Another very popular element this time of year is a “spring cleaning” that is timed with the transition that the season brings. At home it means just that, a literal spring cleaning. Out with the old, in with the new. If you have children in your house, you clean out everything they have outgrown and anything that has been worn out. You prepare your property, house and the contents of the home for the renewal that the warmer weather brings every year. We look past the “grey” of winter and prepare for the bright colors, for the warmth, and light and longer days that the sun brings.

In business we may not think of “spring cleaning” as something we should consider. The new calendar year (January 1st) brings a similar feeling of ‘out with the old, in with the new’ that this memo is talking about. There is a difference in my opinion though between the new year and the season changing to spring. For me and probably for many others, when the new year hits you are busy closing out the previous year ending and planning for the new year, while also juggling a very busy and meaningful season at home. It's a lot to manage and in my opinion, can often be overwhelming. Spring comes without the hustle and bustle of the holidays, allowing us to mentally and emotionally focus in a different way. I would encourage business owners to take what we do at home and look at our businesses with that same lens.

Practically speaking, looking through that lens, what do we actually mean? We mean let's look at our policies and procedures, let's look at how we do things on a day-to-day basis. What can we clean out and be done with? What are the areas we can improve? What can we do to make our business, our products and services look shiny and new as the warmer weather and sunlight shine in the spring season?

In the coming weeks, we're looking at what we can "clean out" and improve on to help better serve you. I hope that you will do the same! If you have any questions or concerns or just want to talk about it, or just need a broom....you know where to reach me!

--Gary

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March Quotes

"Spring is far more than just a changing of seasons; it's a rebirth of the spirit."

Toni Sorenson

Industry Calendar

April 9 - 12, 2024

National Creditors Bar Association
Omni PGA Frisco Resort, Frisco, TX
www.creditorsbar.org

April 14 - 17, 2024

Commercial Collection Agencies of America
The Venetian, Las Vegas, NV
www.commercialcollectionagenciesofamerica.com

May 8 - 10, 2024

CRS 2024
Four Seasons Hotel, Las Vegas, NV
www.collectionrecoveryolutions.com

May 15 - 17, 2024
Commercial Law League of America
Swissotel, Chicago, IL
www.clla.org

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