



MOVING BUSINESS FORWARD SINCE 1922

Monthly, News & Updates May 2024

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Publisher's Memo

Losing My friend, Adam.

Loss is painful.

We recently lost a family friend, someone we spent a lot of time with, someone who was always good to our daughter (our daughters are best friends). It's extremely difficult and painful to see a life taken so young. Everything was in front of him, his life with his wife and beautiful daughter and so much more. Just a few weeks before he passed, we spent a weekend together and it seemed like our families were destined to build a lifetime of memories together. And now it's gone. Just like that, in a tragic accident, his life was taken.

As a father and husband I find myself struggling to process my own feelings – how do I balance them with being there for my wife and daughter. At the moment of writing this, I'm filled with anger – anger for his wife and daughter, who lost him, and angry at the universe for taking a good person - way too soon. This "Memo" has often been about connecting lessons from my personal life to the business world, but this one is the toughest for me to write.

When Adam died I had to reflect on what this loss will mean to me and my family, and how I can best handle it. I knew that I have to accept my feelings – whatever they are. I have to allow them to run through me, to feel them – it's going to be a roller coaster. The more difficult part for me is expressing those feelings – and writing this is proving to be therapeutic, so thank you for indulging me. My plan is to be mindful of my thoughts and feelings, to be there for my family and to practice self-care because that is always essential. My routines always help in difficult times and diving into my work certainly helps on difficult days.

There is no loss in the business world that even comes close or compares to



the loss in our personal life, and I am by no means putting the two on the same level. That being said, let's transition to loss in a business setting. The obvious loss in business would be the loss of a client or talent/employees. Clients and revenue are essential, as are key employees to our survival and success, so when we lose, it hurts. In the business setting, the "rules" apply, but they apply in a different way. We certainly have to accept our feelings on a personal level and work through them, but the idea of expressing them is entirely different. In most circumstances, you can not express your feelings in the business environment. When a person we love is lost, we can cry and express ourselves in whatever manner helps us get thru the loss - but in business if you cried to a client after losing them, it would not be good for your company. We should smile and accept the circumstances (in business), and then re-group to figure out what is best to move forward.

A loss in business is ultimately about dollars and cents, and it can be replaced. A loss at home is more than that – it leaves a hole in your heart that cannot be filled, no matter what. Today my family and I mourn the loss of Timothy Adam Christianson who was a good man, lived a good life and was taken away from us far too soon. A wife lost her husband. Our daughters' friend lost her Father. We love him and will miss him forever. There will always be a hole in my heart.

I've experienced loss in other venues of my life, but not a loss like this where it affects "my" family - meaning my wife and kids. I am confident in the love that exists in my family, I know our love for each other can get us thru anything, and that what we do in our home will carry us thru whatever life brings.

Every loss hurts – both in business and in life. There isn't anything we can do to replace what is gone. The best thing we can do is mourn our loss and try to understand, move on and learn something from it. It's all we have.

I know it's very, very cliché...but please, hug your loved ones extra tight the next time you see them. Enjoy what you have, enjoy every moment that life has to offer. You never know when it'll be gone.

--Gary

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May Quotes

"There are no happy endings. Endings are the saddest part, so just give me a happy middle and a very happy start."

~ Shel Silverstein

"Walk on, walk on with hope in your heart and you'll never walk alone."

~ Rodgers and Hammerstein, Carouse

Industry Calendar

May 15 – 17, 2024

Commercial Law League of America

Swissotel, Chicago, IL

www.claa.org

July 19 – 21, 2024

International Association of Commercial Collectors - Mid-Year Conference

Hilton Bayfront, San Diego, CA

www.commercialcollector.com

July 21 – 23, 2024

ACA International Convention

Hilton Bayfront, San Diego, CA

www.acainternational.org

August 6 – 8, 2024

RMAI International

Hyatt Regency Tamaya, Santa Anay Pueblo, NM

www.rmaintl.org

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