



BULLETIN

NATIONAL TRACTOR PARTS DEALER ASSOCIATION

"USED, REBUILT AND NEW AGRICULTURAL AND INDUSTRIAL REPAIR PARTS"



SPRING 2020

VOL. 30, NO. 1

MARICOPA ARIZONA

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THE SUN #7





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BULLETIN

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From the President's Pen . . .

Welcome to March!

I don't know how things are where you are from, but here it has been an unusually busy year! It seems that some guys are actually starting to work on their stuff early this year. After talking to our customers at several farm shows, they seem to be a little more optimistic about the coming year, and that combined with warmer temps seem to have gotten them out fixing on stuff.



Scott Schelling

Our annual Conference and Trade Show in Maricopa, AZ in January was a huge success!! Even though we have attended almost every event for the last decade, I made a new contact there that has more than paid for the time and expense of the trip. Plus we got to hang out with our friends in the industry. Thank you!! Jeff Griggs of All States Ag Parts for organizing the golf outing at the AMAZING Ak-Chin Southern Dunes Golf Course. Their course is so nice it even made a hack golfer like me play better!! The weather was great too! Mark your calendars for Nashville in January of 2020 for more events like this one. I also need to say a

sincere thank you to Harrah's Ak-Chin Hotel & Casino. I can't remember a hotel that was as accommodating and eager to please our group. The food was incredible, and they had so many things to do that I ran out of time to do them all. And a huge thank you goes to Phyllis for picking that great venue, putting together the trade show and speakers, as well as organizing the bowling, we had a huge group of people down there and a good time was had by all.

Constitutional law professor and attorney George Isaacson came in to talk to us about state sales tax, and how interstate commerce will be affecting our businesses. He is an expert in tax law and has been legal counsel at the US Supreme Court. He could have filled a whole day with information that would benefit us as an association and as business owners. Check out his interview on the NTPDA website. Thank you to Dan Waters of Waters Tractor for helping to bring him to our event!

Of course there are many more people that deserve a big thank you for what they do for the NTPDA. Like Kim for her flawless help in the office, our newest employee Michael Libbie for helping with retention and growth, and everyone on the board of directors of the association as well as the board members of the trust. THANK YOU!!

Scott



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Message from Phyllis

I hope this finds you staying safe amidst the Covid-19 dilemma. Please take care of yourself and your loved ones during this uncertain time.

The NTPDA staff hit the floor running when they returned from our Conference & Trade Show in Maricopa. So in this issue of the Bulletin we will highlight our trade show and share some of the events that happened during our time together. A huge thank you to all of our attendees, displayers and sponsors - you know we couldn't do it without every one of you! And a special thanks to Kim, Michael, Mike & Deb for all of their help and dedication to YOUR association.

Now we are working on the 2020 scholarship applications and putting together the finishing touches for our Summer Meeting/Board Meeting in Portland, OR.

Be safe and wash your hands - a lot!



Phyllis

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In Memory



We lost a sweet friend of the NTPDA on January 27th - Kay Schaefer. She was the wife of Dick Schaefer of Schaefer Enterprises in Wolf Lake, IL. Dick and his brother, Jerry are long time members of NTPDA, both serving on our board of directors over the past 20+ years.

I have fond memories of Kay going back to when I first joined

NTPDA. She and Dick were very welcoming and always available to visit with me. She and Dick would pick me up from the airport when I was flying in to a summer board meeting and she always held a special place in my heart.

When we conducted our first fund raiser for St. Jude, we were in Memphis, TN in 2015. For the "Spouse Program" the ladies painted a portrait of Elvis and on Saturday night at the dinner we decided to display them. An impromptu auction took place and some of the paintings were sold. I bought Kay's painting and it is displayed in my home office.

Kay will be greatly missed by her family and friends. And I feel very blessed to have been a small part of her life.

Sympathy is extended to the family of Rodney Swope - a long time member of the Association. In 1968, Rodney served in Vietnam where he was stationed near the town of Pleiku in the Central Highlands area and assigned to the 188th Ordnance Company. He was proud to be one of the original founders of Springfield Remanufacturing Corporation.

Our thoughts and prayers are with his family.





Support Our Veterans

I was pleased to see recognition at the Super Bowl for our veterans. Several that were 100 years old were recognized.

Many of the airlines are recognizing our veterans by allowing them to be the first to board the plane.

President Trump recognized Tuskegee Airman Charles McGee at The State of the Union Address. Our nation can be proud of our veterans. They have served wherever needed to protect our freedoms. They have deployed & left their friends & families.

After their sacrifice, many have problems when they return. I want to ask each of you to say a special prayer today for our veterans. Pray that the ones with mental issues will receive help. Pray that they will not be forgotten. Pray that God will guide them & protect them especially those with PTSD.

When I was in Washington D.C. for the Values Voters Summit in 2018, a film titled “Indivisible” was shown. The film was about a deployed chaplain who also had problems when he returned. It showed soldiers who were being deployed getting on the bus as their loved ones waved to them. It brought back memories of Travis Kaddatz when he was being deployed.

This film will help veterans dealing with PTSD & other issues. One of my friends who is a Vietnam Vet, told me he still has problems. He is working with other vets so they can discuss the issues they are having problems with.

In John 15 vs 13, Jesus states: “Greater love hath no man than this, that a man lay down his life for his friends.” Jesus

gave His life for our salvation. Our veterans served knowing that they were willing to give their life for our nation.

Pictured is our State Senator, Brian Birdwell. Senator Birdwell was in the Pentagon on 9/11 when the plane hit. After many surgeries, he is able to serve our state. You can read his & his wife Mel’s book, “Refined by Fire”.



Please pray for Dick Schaefer & his family, His wife Kay went to be with the Lord. Cards may be sent to Dick Schaefer, 90 Jacob, P.O. Box 124, Wolf Lake, IL 62998.

If you know of a deployed soldier, send us their address. We send packages to deployed soldiers.

But thanks be to God, which giveth us the victory through our Lord Jesus Christ. - 1 Corinthians 15:57

Be strong and courageous, do not be terrified, do not be discouraged, for the Lord you God will be with you wherever you go. – Joshua 1:19

May God bless you,
Alvin Kaddatz

Email: akaddatz@yahoo.com

Whether You’re Laying Off or Hiring, Here’s What You Need to Do Right Now!

Laying people off? Here’s how to help them weather this storm: If there are businesses in your area desperate for new hires (like grocery and convenience stores), find out which of your employees wants or needs temporary work. Then tell them you’re going to take their names and contact information, along with your personal recommendation, to the hiring managers at those firms and get your people’s names moved to the top of those hiring lists.

If you’re hiring, get in touch with the owners and managers of local businesses that are laying off or shuttered and ask for the contact information for valued employees who might need temporary work to tide them over.

Mel Kleiman, Founder & President, Humetrics
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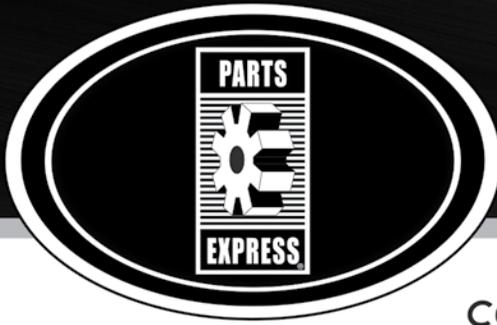
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Workin' It!

..... by Michael Libbie

Right after our time together in Maricopa for our Annual Conference and Trade Show I started reaching out to attendees. Some folks got a personal card of "Thanks for coming!" others an email and still others a phone call. At every outreach I was told how fantastic the event was and how much they appreciated being there and what it meant for their business.

I also reached out to members who didn't go. Many were surprised that our numbers were up a bit and are interested in meeting us in Nashville next year. How cool is that?

If you haven't been on our website for a while you might not have seen the Member Spotlights complete with audio that we recorded while at the conference. In addition we're now accepting "Guest Blogs" from members. The first was from our friends at Hy-Capacity. Check it out. Also, if you've got some news make sure you connect and we'll share it with the world.

It's all part of our commitment to turn your membership into real value and to work it every day.

Here's something else that might interest you: When you call our 800 number that call comes directly to me. I

receive several calls each week from consumers who are looking for a part. Rather than direct them to the website I've started helping them find the part and then link up with the member or members that have them. Added value.

In the next few weeks expect a Member Survey we want to learn more about your impressions of our association.

Finally, thanks to Phyllis and Kim who have made this on-boarding such a success. Even though I've been an active member for twenty years, they know so much about each of you and how we work. It's a team that you can be proud of.



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Facebook: NTPDAssociation

Michael P. Libbie is the owner of Insight Advertising, Marketing & Communications and does the only daily business news broadcast, Insight on Business the News Hour, in the Midwest. Michael@InsightCubed.com.

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ACADEMICS DURING A PANDEMIC

by Duke Jarvis

Going into the Spring semester of my freshman year at Cornell University, I was almost certain that everything would be practically identical to the Fall. All my breaks aligned roughly in the same time slots, I was still taking basic-level Spanish classes, and my friends still liked to meet up at the North Star Dining Hall to talk about whatever absurd conversation topics they had thought up. The only apparent differences were that the campus was now stuck in an endless flow of snow and cold gusts of wind, like a snow globe that kept being shaken up. Every so often the Dean's Office would send out an email update encouraging the students to refrain from any unnecessary travel overseas due to the growing threat of COVID-19. But at that point the whole situation didn't seem like a threat. It felt more like a nag, just some far-off problem; just another piece of dismissible mail to be scanned over in the morning before class.

Fast-forward to the middle of March, only a few weeks ago. The campus was buzzing with nervous tension and uncertainty about how Cornell would choose to go forward with the semester. By then, Harvard and Stanford had announced that they would be shifting to online classes for the remainder of the semester as well as urging their students to return to their homes and begin social distancing. Because of this, the Cornell administration was forced to look at the actions of their peers and at the severity of the rapidly globalizing pandemic and decide whether or not they would follow in their footsteps. Then, on March 13, it was abruptly announced that not only would classes be immediately suspended until after Spring break, but also that all students should find a way to leave campus and return home as soon as possible.

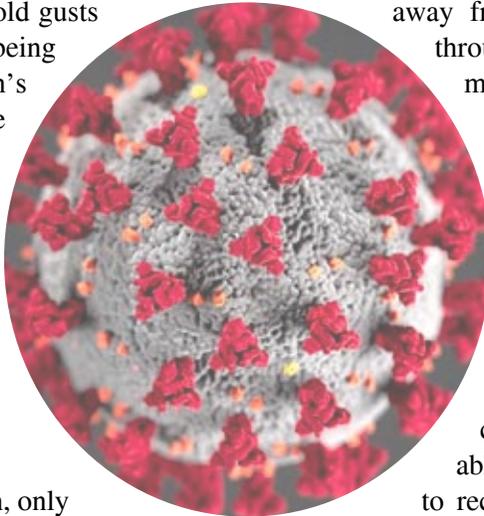
The rest of the day was filled with hysteria and panic as students rushed to book the earliest flights or called their parents to come pick them up. Acting as a small-scale model of what would soon take place in grocery stores across the nation, the local on-campus marketplace, Bear Necessities, was immediately filled with worried students and subsequently emptied of almost every scrap of food in stock. The next three days were absolute chaos, then the campus went quiet. By then, most of the student body had left, and those who hadn't were relegating themselves to their dorm rooms or apartments.

On the twenty-four-hour drive from Ithaca, New York back to Sherman, Texas, I realized that much of the rest of the country was in a similar condition. Boats bobbed silently along with the currents in the Cincinnati docks, the Hernando de Soto Bridge carried my car and only one other from Memphis into Arkansas, and thousands of lights illuminated the empty streets of Little Rock. The first stages of national quarantine had begun, and I was thousands of miles away from home, watching a silent America through the tinted backseat windows of my mom's scarlet jeep.

Then, finally I was back in my hometown. My phone lit up with a slew of texts from my closest high school friends asking me if I would be back for the rest of the year. I would be, but I knew I wouldn't be able to see them for at least a couple months. It's so much harder being in the same city as the people you miss and not being able to meet up with them, not being able to reconnect after being disconnected for so long. And then at the same time all the friends I made over the course of my freshman year of college were so far away — California, Connecticut, New York — that I won't be able to see them until next school year. Luckily, in this new age of technological interconnectivity, you never have to be truly separated from anyone, and, needless to say, I'm working constantly to foster and retain all of the relationships I've been building up for years, even if that means talking through a computer screen.

Now, as Cornell's ad hoc extended Spring break winds to a close, I'm doing my best to try and figure out how best to function when online classes begin. I can't help but worry that the learning environment will be irreversibly damaged for the rest of the semester and that this unexpected setback will prevent my professors from going over all the necessary material for my classes. But I know that everyone from staff to students will be working incredibly hard to try to make the most out of this anomalistic situation. In the end, that's all that we can do.

Donald (Duke) Jarvis is a student at Cornell University in Ithaca, NY. Presently, he is attending on-line classes from his home in Denison, Texas.



Welcome

2020 Board Members



Shown left to right are Deepak Marwah, Trey Russell, Scott Schelling, Kendall Jensen, Liz Fawcett, Dan Waters, Jake Walmers, Terri Stevens, Kathie Witte, Eric Benton, Glen Leaders. Not pictured: Ian Tilley

SPECIAL THANKS

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and staff would like to thank all of our 2020 Sponsors!

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Top 10 Reasons Your Best Hourly Employees Quit

Mel Kleiman, President, Humetrics <mkleiman@humetrics.com>

10. Scheduling Conflicts: They applied for the job because the employer promised “flexible hours,” but it turns out “flexible hours” means having to work whenever and however long the manager wants them to.
9. Lack of Recognition: The supervisor never gives employees any positive feedback for fear they might ask for a raise.
8. Given All the Dirty Work: When it comes to job assignments, the manager gives the worst jobs to the best people because they can be depended on to do it right and not complain.
7. Lack of Respect: The manager has it backwards; he praises in private and criticizes in public.
6. No Chance for Advancement: When an opportunity for advancement arises, the manager calls her circle of friends and hires from the outside rather than promoting from within.
5. No Training: The manager doesn’t believe training is a good investment because “they’ll leave in three months anyway.”
4. No Attention or Authority: The supervisor is so busy fighting the fires created by problem employees that he never has any time for his best people, yet he doesn’t give them the authority to solve problems themselves either.
3. Mind-Numbing Tasks: The work is boring and repetitive. The supervisor fails to find ways to make it more fun, or more meaningful, or more challenging.
2. Failed to Hire Tough: The employee was not a good fit for the position because the manager put out the “Help Wanted” sign and chose the person who made the best first impression.
1. Substandard Co-Workers: The good employees aren’t paid enough to cover for or put up with the hiring mistakes -- the people who turn out to be lazy, indifferent, or undependable co-workers.

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2020 Conference and Trade Show

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Billy Riggs



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How to properly clean a card terminal

The health and safety of our merchants and their customers is an especially important consideration during this national health emergency. One step merchants can take to help slow the spread of COVID-19 is to regularly clean and disinfect card terminals that customers regularly touch. Below is a list of dos and don'ts for cleaning card terminals. A guide with instructions specific to cleaning Clover® devices is available at Clover.com.

Important Dos and Don'ts

Do turn off the terminal and disconnect it from the power source before cleaning.

Don't attempt to perform any service, adjustments, or repairs on the terminal.

Do use 70% – 90% strength Isopropyl alcohol to clean the terminal.

Don't use abrasive cleaners or solvents that can deteriorate rubber parts and damage the terminal.

Do apply the disinfectant to a soft cloth before cleaning the terminal, or use a disinfecting wipe.

Don't spray cleaning solution directly onto the terminal.

Do wipe down the surfaces of the terminal, paying careful attention to the keypad, display, and anywhere that might be touched.

Don't allow any disinfectant or water into the terminal's openings where cards are dipped or swiped, or where cables connect.

Do allow the terminal to dry completely before reconnecting power and switching it on.

Don't attempt to use the terminal while it is still wet.

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Greetings from

Greasy Girl

By Terri Stevens

Happy Springtime,

It is beginning to look a lot like springtime! Yippee! I am so glad when winter leaves and spring begins. There is an excitement in the air.

We recently became a snapper lawn mower dealer. To my surprise they still make the snapper riding lawn mowers that I rode on as a kid. They come in 28 inch and 33 inch decks. In the good old days they were 5 and 7 hp. Can you imagine! Now we have push mowers with engines bigger than that.

After I became a dealer and got one of the mowers in, everyone started talking about the movie Forrest Gump and the scene where he is mowing with a snapper mower. That made me think about how much our world has changed since the 70's. We have to have bigger, faster, and better. When my Grandma was alive she mowed a huge yard with a push mower and, one year, everyone went in together and bought her a snapper mower for Christmas. She was so happy. It was a 28 inch with 5 hp engine.

It is hard not to get caught up with the newest and latest of everything, even tractors. However, being content



is a whole other thing. It seems that very few people are content anymore. Phillipians 4:11 says, *"I am not saying this because I am in need, for I have learned to be content whatever the circumstances."* What I love about this scripture is that it says "I have learned to be content." It isn't something we are born with. It seems even toddlers want something they don't have or can't have. I bet there are a lot of you out there that started mowing with a snapper lawn mower. Maybe you even had one with electric start.

My how the times have changed. Now we have 72 inch mowers that are 35 hp with cup holders. We even had a man that priced one with a cab with air. Forrest wouldn't have had to run if he'd had one of those mowers!

So as we approach spring lets focus on being content with what we have. We are all blessed beyond measure. I am blessed by being a member of this association and I cannot wait for the summer mixer in Portland, Oregon. What fun we are going to have and, oh, the beauty we will get to see! Come join us!

As Forrest's mama use to say, "You have to do the best with what God gave you." Hopefully we are all doing the best with what God gave us.

Be Blessed
Greasy

Portland, Oregon's largest city, sits on the Columbia and Willamette rivers, in the shadow of snow-capped Mount Hood. It's known for its parks, bridges and bicycle paths, as well as for its eco-friendliness and its microbreweries and coffeehouses. Iconic Washington Park encompasses sites from the formal Japanese Garden to Oregon Zoo and its railway. The city hosts thriving art, theater and music scenes.

A nighttime photograph of a large, illuminated bridge spanning a wide river. The bridge's lights are reflected in the water. A boat is visible on the river in the lower right corner. The sky is dark, and the city lights are visible in the background.

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“Cutting Down the Net”

– *Finding Victory at the End of March Madness*

By Dave Davlin

An Excerpt from his keynote presentation of the same name March Madness® is a term that was first used in 1939 to describe the buzz around the growing popularity of the Illinois High School Basketball Tournament. It was created by IHSA secretary and former high school coach, Henry Porter, who first coined the term in his 1939 essay, “March Madness”. Then, in 1982, famed sports commentator Brent Musburger used the phrase to describe the NCAA basketball tournament and it took on a life of its own.

For basketball fans, it is one of the most anticipated and most enjoyable times of the year. People from all over the globe look for the “Cinderella team” to emerge and take the world by storm. The stories that come out of this event are incredible and heart-warming. It is a time of celebration, fun, comradery and hope. The world needs March Madness®.

In 2020, “March Madness” took on a new meaning. March and Madness were still applicable terms to describe the events of the month, but celebration, fun and hope were replaced with pandemic, panic and fear. And although the March Madness® of previous years was shared by many, the March Madness of 2020 was shared by all.

The impact of the COVID-19 Pandemic demands no reminders. The effects that included massive loss of jobs, loss of investments and retirement accounts, much of the world on lock-down and the overwhelming panic buying are fresh in all of our minds. Sure, we can contemplate the “whys” of these events and we can look to place blame on leaders and even countries. But, in doing so, we waste valuable time and energy on the real questions that present themselves, “How do we defeat an enemy of this size?”, “How do we compete as underdogs?”, “How do we write our own Cinderella story?”, “How can we find victory at the end of all this madness?”.

For the answers to these questions I go back to an event that took place almost 40 years ago. It was the greatest Cinderella story in NCAA basketball history and the greatest example of how the underdog can find victory at the end of March Madness®.

The date was April 4, 1983 and the event was the NCAA Basketball Championship game. Ironically, the venue for this game had been given the name “The Pit” and was in

Albuquerque, New Mexico, a city with an elevation of 5200 feet above sea level.

The teams who would be competing in this event could not have been greater polar opposites. The Houston Cougars hailed out of the Southwest Conference and had been given the name, “Phi Slama Jama” because of their athleticism and reputation for being prolific dunkers.

The average height of the Cougars starting lineup was 6 feet 7 and ½ inches. They carried an impressive record of 31 wins and only 3 losses. Houston claimed the Southwest Conference Title by going undefeated in conference play with a conference record of 16-0. They carried a 26-game win streak and averaged 82.4 points per game.

The North Carolina State Wolfpack emerged from the Atlantic Coast Conference (ACC) with overwhelmingly, less impressive stats. The average height of the Wolfpack starting lineup was 6 feet 5 inches and their overall record was 25 wins and 10 losses. Even worse, they carried a slightly above .500 record in their own

conference with 8 wins and 6 losses. This put them in 4th place in the ACC. During one stretch of the season, the Wolfpack had lost six out of eight games. The team only averaged a lowly 69.4 points per game.

For the championship game, NC State was an 8-point underdog and many believed it would be the biggest blowout in NCAA tournament history. Ironically, despite their 8-point underdog rating, NC State took an 8-point lead into the locker room at halftime. But, as expected, Houston came out strong to start the second half and scored 10 unanswered points to take the lead 35-33. At the 3:53 mark Houston stretched their lead to six at 50-44. It seemed like the midnight buzzer was about to sound and NC State’s “Cinderella Story” was about to end. However, aware of Houston’s history of being poor free throw shooters, NC State intentionally started to foul the Cougars, putting them at the free throw line.

This unorthodox strategy worked and NC State cut the lead to 2 points at the 2:25 mark, then tied the game 52-52 with 1:54 remaining. Forty-nine seconds later, State fouled Houston’s freshmen guard, Alvin Franklin. Franklin missed the front end of a 1 and 1 and NC State took possession and called a timeout with 44 seconds to go in the game.

... we can contemplate the “whys” of these events and we can look to place blame on leaders and even countries. But, in doing so, we waste valuable time and energy on the real questions that present themselves . . .

Following the timeout, NC State went into a delay offense in order to hold for the last shot. With six seconds to go, Thurl Bailey made a dangerous pass to Dereck Whittenburg that was deflected by Houston's Benny Anders. Whittenburg retrieved the ball with four seconds remaining but found himself more than 30 feet from the basket. In desperation, Whittenburg let go of a 35-foot jump shot that fell well short of the basket but directly into the hands of State's Lorenzo Charles who dunked the ball with less than 2 seconds remaining on the clock.

Pandemonium ensued as the unimaginable became reality. The underdog had found a way and in the face of overwhelming odds, North Carolina State University became the 1983 NCAA Basketball Champions.

Let the cutting of the nets begin!

Like the NC State Wolfpack, many of us currently find ourselves facing overwhelming odds. Failure and defeat seem inevitable. The COVID-19 Pandemic that has defined the month of March in the year 2020 has undeniably produced its own form of madness.

So, is there certain defeat in our future? Is it possible to come back from the deficit in which we find ourselves? Where do we turn? Does anyone have answers? Does hope still exist?

Well, maybe there is something to be learned from the 1983 NC State Wolfpack. Maybe the principles they used to defeat their giants can be useful in helping us defeat ours. Although there may be others, here are seven principles to help us triumph in the face of uncertainty and find ourselves in the future cutting down the nets in victory.

Principle 1 – They Showed Up with a Plan

It was Benjamin Franklin who was given credit for first saying, “If you fail to plan, you are planning to fail!” Zig Ziglar often echoed these same words in his books and teachings. Both men understood the importance of meeting great challenges with a predetermined plan. Creating and putting in written form a strategy for defeating our current situation is crucial. Not doing so is like “playing basketball without a hoop ... you don't know what you're shooting for.”

Principle 2 – They Played as a Team

It's so easy in times of uncertainty and stress to attempt to place blame. Very seldom, if ever, have I seen change produced from the phrase, “It's not fair”. Blame is the first step in creating division whether it be in countries,

companies, organizations or individuals. No one individual, industry or nation can defeat the giant we face alone. It will take all of us working together and viewing each other as teammates and not as adversaries.

Principle 3 – They Stayed in the Game

Ralph Waldo Emerson once said, “Do the thing and you will have the power. But they that do not the thing, have not the power.” So often, we do not find out who we really are and what we really possess until we are placed in situations that require us to do so. It is so easy to give up and accept defeat when things look incredibly bleak. However, if we choose to remain actively involved in the process, not only is it possible to find the solution we need to overcome the current situation, but to also develop skills that allow us to seize future opportunities.



Principle 4 – They Controlled the Tempo

Although we can't necessarily control the tempo of the events currently taking place around us, the one thing we can control is our focus. It's crucial to remember that whatever we focus on, good or bad, will always expand. Therefore, in times of chaos and uncertainty, it is vital we monitor the questions we ask ourselves. Our brains were developed to solve problems long before Siri was born. However, if we ask ourselves defeating questions our minds will give us defeating answers. If we ask ourselves empowering questions, our minds will provide us solutions. Control your focus.

Principle 5 – They Were Willing to Think and Operate Outside the Box

Over time, all of us have developed a certain level of comfort when dealing with the challenges we face. In fact, we call it our “comfort zone”. It is only natural to want to live in that zone and it's possible to do so as long as circumstances allow. Unfortunately, life seldom cooperates. Without our permission it hands us challenges that require us to step outside our current level of comfort in order to succeed or even survive. This is one of those times. Additionally, whether it be in terms of business, finances or health, if we are to survive and find success, we must be willing to think and operate “outside the box”. Companies and individuals who allow their comfort zones to be stretched during these uncertain times will be the ones who are still flourishing at this time next year.

Continued on page 19

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Principle 6 – They Made Adjustments on the Fly

Reaffirming Mr. Emerson’s quote from Principle 3 above, many of the adjustments required to end up victorious at the end of this form of “March Madness” will need to be made spontaneously. Clearly, the events transpiring in the month of March 2020 and the affects that linger afterwards are unprecedented. Plainly, no playbook or instruction manual exists that instructs us on the actions that should be taken to provide a quick solution. We are being forced to write these as we go. Therefore, it is our active and continual involvement in making these adjustments that will generate the path to victory.

Principle 7 – They Refused to Listen to the “Experts”

When laughingly speaking of his wife, an 88-year-old retired doctor once said to me, “She believes everyone

is entitled to her opinion.” Now, I know he was being humorous but in this day of the barrage of television, online, radio and social media, that statement holds more truth than ever. Commentators, news anchors, so-called experts and even Facebook friends will be happy to fill your mind with their opinions. “Doom and Gloom” sells and you could be the one paying the price. It is important when putting out a fire to not fan the flames. Filter your intake of information. Your mind can only process a limited amount of data. What produces fear, destroys faith.

In closing, I refer once again to a Ralph Waldo Emerson quote ... “What lies behind us, and what lies before us are but tiny matters compared to what lies within us.” Like the underdog North Carolina State Wolfpack basketball team of 1983, let’s be victorious at the end of March Madness ... let’s cut down those nets!

Dave Davlin is a professional speaker who resides in San Antonio, Texas. He received a degree in secondary education from Texas A&M University. He is a former halftime performer for NBA teams and in 1990 set a Guinness World record for simultaneously spinning twelve basketballs on his body at the same time. He now speaks to organizations nationwide on the subjects of life skills and increasing personal and organizational performance. Dave can be contacted by email at dave@davedavlin.com and by mail at 23242 Bison Canyon, San Antonio, Texas 78261. Follow Dave on Twitter @davedavlin

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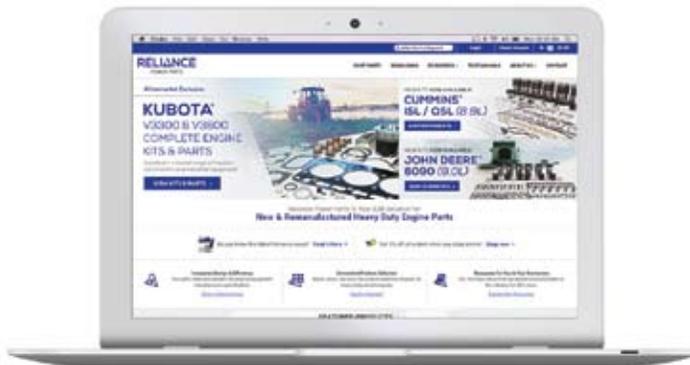
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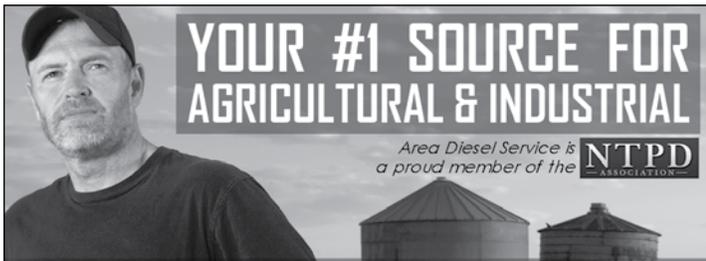


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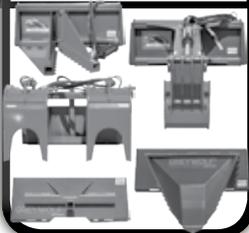


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It's **TIME** to Invest!

By Stephen Guise

*The best time to plant a tree was 20 years ago.
The second best time is now."*

~ Chinese Proverb

The coronavirus is devastating the world's systems. It's unprecedented for the modern world to basically shut down. And such extraordinary times do call for a unique response.

It's time to invest.

When I say invest, I don't only mean it in the financial sense. It's certainly prudent to invest in the stock market when it goes on sale (though I don't think we're at the bottom of this fall yet). But it's going to be difficult for many to invest money when they stop working or lose their jobs.

"There is a time for everything, and a season for every activity under the heavens"

~ Ecclesiastes 3:1 (NIV)

It's time to invest because most of us have significantly more free time to spend. Here are some of the ways we can invest that time for big returns.

Rest, Relax, Reflect, and Plan

Much of the advice for quarantined folks is to get to work. But that's precisely the opposite of what some of us need most right now. In the early days of the quarantine, I played a lot of video games. It was fantastic.

You don't have to be great at all times. That's not realistic, and those who try it will burn out. With 20% of the world quarantined right now, we all have the perfect opportunity to catch our breath. I've seen it happening in my community!

In my neighborhood, I've seen a lot more people walking in the park and fishing. Yesterday, I saw a dad playing baseball with his son. I had never seen anyone play baseball there before. I think it's great. We've been forced to rediscover the value in the simple life.

Invest some of your newfound time in relaxation, and it will pay you back with a better perspective and mood.

Build Skills

A lot of people have lost their jobs. A lot more will soon. The economic damage is widespread and affects nearly everyone. Myself included.

The better your skillset, the faster you'll bounce back. The skills you invest in today can pay off for the rest of

your life, financially and otherwise. I've been working on my video content creation skills. If you're a video content creator or have interest in film, this video is the best I've seen for lighting techniques and setup.

Bolster Relationships

If you're quarantined with family, friends, or a significant other, now is the time to get serious about your communication and relationship approach. With more time spent together, flaws in your relationship will become more apparent. Instead of avoiding them, use this time to address them and come out stronger.



Invest Money

If you have disposable income and a healthy cushion, it's a great time to invest in the stock market. Well, kind of... maybe. I think significant economic pain is ahead, so I'm definitely not "all in" at these levels. But good values are beginning to emerge in the market, and historically speaking, it's been smart to invest after a 30% drop if you can hold for the long term.

My favorite stock right now is AMZN. This virus and its many ripples over the next years will only increase demand for their core business. One of my favorite stocks was actually Disney, but this virus was a direct hit to their business. Brutal. That's why you don't invest all of your money in one stock! They are possibly a bargain now though after plummeting.

This isn't investing advice. Do your own research!

Conclusion

Our world—usually full of freedom and opportunities—is suddenly severely restricted. But if you look closely, there are opportunities within the restriction. Now is the time to find those opportunities and invest. Choose your plan of attack and go for it.

Good luck and stay safe out there.

Cheers,
Stephen Guise



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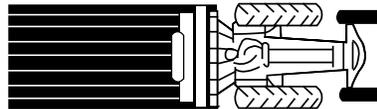
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