

Brown & Joseph “Special” Newsletter

Thanksgiving Edition
November 2009



Happy Thanksgiving!

**A Special Message to Our
Valued Clients:**

Brown & Joseph would like to wish you all a happy and safe Thanksgiving holiday! We are truly thankful for your business.

We are here to help and serve you. Please let us know if there is anything we can do to better assist you.

The History of Thanksgiving

↳ <http://www.holidays.net/thanksgiving/story.htm>

In 1621, after a hard and devastating first year in the New World, the Pilgrim's fall harvest was very successful and plentiful. There was corn, fruits, vegetables, along with fish which was packed in salt, and meat that was smoke cured over fires. They found they had enough food to put away for the winter.

The Pilgrims had beaten the odds. They built homes in the wilderness, they raised enough crops to keep them alive during the long coming winter, and they were at peace with their Indian neighbors. Their Governor, William Bradford, proclaimed a day of thanksgiving that was to be shared by all the colonists and the neighboring Native American Indians.

The custom of an annually celebrated thanksgiving, held after the harvest, continued through the years. During the American Revolution (late 1770's), a day of national thanksgiving was suggested by the Continental Congress.

In 1817, New York State adopted Thanksgiving Day as an annual custom. By the middle of the 19th century, many other states also celebrated a Thanksgiving Day. In 1863 President Abraham Lincoln appointed a national day of thanksgiving. Since then, each president has issued a Thanksgiving Day proclamation, usually designating the fourth Thursday of each November as the holiday. ↵



BROWN & JOSEPH

Brown & Joseph Welcomes Stephen Powelson

↳ by Allison Sima. November 5, 2009.

Brown & Joseph is thankful for our employees. We are pleased to welcome Stephen Powelson to our sales team. Stephen was hired in June 2009 to help increase our sales and diversify our services offered. We are very excited to have his vast industry knowledge, to help our client base get the specific services they need and increase recoveries. I had a chance to sit down with Stephen and ask a few questions.

Q: I understand you are new to Brown & Joseph, when did you start?

A: June 1st, 2009

Q: How long have you been in collections? What experience do you have?

A: 21 years. I have experienced everything from being a small balance collector to CEO of an agency and everything in between.

Q: What areas do you specialize in?

A: Insurance, Freight, Utilities and General Consumer and Commercial Business

Q: What is your opinion on the collection industry?

A: Our industry is more professional than ever. Along with Federal oversight and continuing education, we are able to provide a service of high value, ethics and professionalism. Many years ago, if some asked you what you did for a living, you might not want to tell them. However, today our industry is recognized as an important part of the accounts receivable equation and I am proud to be a part of that.

Q: What do you do that best assists your client base?

A: I make myself available at all times, no matter where I am at, or what time of day or night, my clients are always able to get in touch with me. I am a very 'hands on' salesperson and believe that my work schedule goes beyond the traditional 9-5. The fact I enjoy what I do is apparent and appreciated by my clients.

Q: What is your favorite part of the work you do?

A: I have a passion for helping people and enjoy learning the different account receivable models that I come across. Being able to assist in finding a solution is a gratifying feeling. I also enjoy traveling to different parts of the country to meet with the clients and prospects.

Q: What is your view on how the current economy is affecting accounts receivable? Where do you believe we are headed?

A: Many people think that collection agencies are recession proof. While that may be true of the more progressive companies such as Brown & Joseph, it is also a fact that many agencies shut their doors due to their inability to change with the situation.

It is no secret that the economy has played a significant role in increasing placements for many collection agencies. Brown & Joseph has experienced this first hand as well. While it has been a challenge for many agencies to maintain client expectations regarding liquidation, our leadership had the foresight to position Brown & Joseph with portfolio diversification and utilize proprietary collection secrets that have maintained, and even increased, liquidation results in these troubled times. I personally believe that once we see the smoke clear, our industry will be stronger than it was ever before. I see nothing but good things in store for AR industry in the near future.

Our industry is more professional than ever.

Q: Is there anything you can share with us about you personally? Outside of the office?

A: I race off road motorcycles as a semi pro and have competed twice in the longest off road race in America, the Vegas to Reno 525 mile race. The first year I actually broke down and waited 10 hours in the desert for help but followed that up 2 years later with a 2nd place finish. I continue to race in the Texas Cross Country Racing Association, the Texas Off Road Organization, the Texas Off Road Nationals and several other clubs and organizations across the United States.

I am a single father of 3 boys (19, 17 and 7) and enjoy spending time with them in Frisco, Texas, a suburb North of Dallas. I am also actively involved in volunteer work for the Salvation Army food shelters during the holidays. 🐾

Word Search

Words are up, down, backward & diagonal.
Answer key is to the bottom right.

A Lot of Food	No Work
Apple Pie	Peace
Bread	Pumpkin Pie
Cranberry Sauce	Roast
Grateful	Stuffing
Gravy	Sweet Potato
Green Beans	Thankful
Holiday	Thursday
Loved Ones	Turkey
Mashed Potatoes	Yams

C O N D F G E P K O B Y A I O N
 W R N U G R E E N B E A N S P Q
 A I J Y L A C N X L S M O W M I
 L B A P C T U H R R A S H E T V
 S H T E R E F O T N P G P E H H
 T H A N K F U L G O P R O T Q L
 U T P S P U L I I W U G B P U N
 F I P F T L E D F D M J D O A I
 F O L I H O A A Q E P V R T L T
 I X E K U E F Y M E K U E A D U
 N L P Z R E L L I L I E C T K R
 G L I B S E E C R O N O W O R K
 N N E I D M T S T V P U W T J E
 R S E G A A N S E E I G R A V Y
 T I N O Y D A L B D E X M I B K
 J A L O T O F F O O D S Y S E A
 T R C B R L T K A N U A V J S U
 A U F U A D Z H Z E N C I R M A
 C R A N B E R R Y S A U C E T C
 A E G Q B O U S R Y N I P C O S
 R B M A S H E D P O T A T O E S

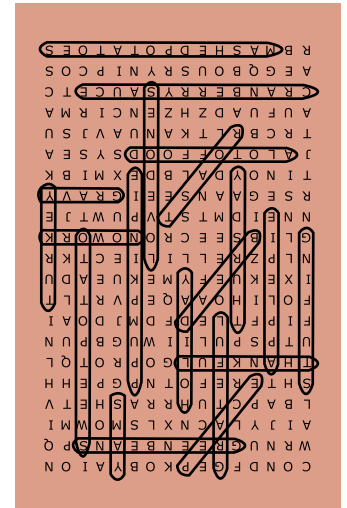
Words of Wisdom

“A thankful heart is not only the greatest virtue, but the parent of all other virtues.” - Cicero

“Be thankful for what you have; you’ll end up having more. If you concentrate on what you don’t have, you will never, ever have enough.” - Oprah Winfrey

“Difficulties are opportunities to better things; they are stepping stones to greater experience. Perhaps someday you will be thankful for some temporary failure in a particular direction. When one door closes, another always opens.” - Author Unknown

“Gratitude is something of which none of us can give too much. For on the smiles, the thanks we give, our little gestures of appreciation, our neighbors build their philosophy of life.” - A. J. Cronin



Answer Key

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