

The Collector Chronicle

NORTH AMERICAN RECOVERY

AUGUST 2018

AMERICA'S COLLECTION AUTHORITY

LAST MONTH'S LUCKY WINNER

The lucky winner of our client prize for July is Intermountain Pain and Injury. They have been using our agency since 2016! We will be sending Alisa a gift card to The Cheesecake Factory! Enjoy!

**The
Cheesecake
Factory**

THIS MONTH'S PRIZE

This month we will be giving away a \$100 Visa gift card! Each client who sends new accounts during the month of August will have their name entered into a drawing. At the end of the month, we will draw a name. If it's yours, you'll win the prize.

*Don't miss out on your chance to win.
Send new accounts in August!
Good Luck!!*

\$100 Visa

25 YEARS

**BY: DAVID J. SAXTON
PRESIDENT, NORTH AMERICAN RECOVERY**

September 2018 will mark the 25th year in business for North American Recovery. How about that?!?! Wow! Twenty-five years... That went by fast.

I'm not the most nostalgic person, but I do have one favorite story I wanted to share this month as I think about our 25th year in business. It actually has to do with the first employee I ever hired. Her name was Julene Judd. She was 18, just graduated from high school, and this was her first "real" office job. I hired her to be my part-time receptionist working from 12:30 until 5:00. She answered phones and, believe it or not, organized our paper files. Yes, we had filing cabinets filled with paper files back in 1993.

Julene ended up working with me for 10 years and was eventually promoted to the position of Office Manager before she left to start a family. She is still a dear and close friend to our family. Julene is a business owner herself. She runs a machine shop that specializes in building parts for the off-road community. Check out her website. It's an impressive operation: Summit Machine.

Okay, now for the story. When I was first starting out, I worked LONG hours pretty much every day. After Julene had been working for me for about six months, I actually left the office at 5:00 PM. I walked out with Julene, got in my car and drove home. No big deal. At least I didn't think so. But I found out later it *was* a big deal. But before I tell you

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why, let me tell you about the car I drove back then.

Starting a new business is a risky endeavor. You don't make much money in the beginning. You have to make sacrifices and sometimes go without. That was the case when it came to our car. Shelley and I had two young children. I didn't have the money for a nice car. Fortunately for us, we were the recipients of her grandparent's old car. It was a four-door 1974 Oldsmobile Omega. It was rust color—which was a good thing because it made the rust spots less noticeable. No air-conditioning either... Anyway, this was the car I drove for the first several years I was in business for myself.

This is important to the story about Julene. You see, it turns out Julene's parents taught her to NEVER park next to a junky, rusted-out car because the owner of the car will most certainly dent your car when opening their doors. So, Julene identified my car as one she had to park as far away from as possible.

She told me years later she was mortified when she walked out of work that night and saw me get into that junky, rusted-out old car and drive away. She shared this with me after we had been working together for several years and we had a good laugh about it.

I guess that's what I've liked most about being in business for myself. The people—both employees and clients. North American Recovery is my baby. My wife Shelley, and our three children, Jorden, Chase, and Breeanne, have sacrificed much so it could succeed. We've all put in many years of blood, sweat, and tears. But when I think about it, it's the people we've worked with—and worked for—that's my favorite part. Even more so because many of them have become life-long friends. So THANK YOU to every single person that's ever worked here—past and present, and to every client that's entrusted us with their business. I appreciate it.

Here's to another 25!



The Collector Chronicle is published by NORTH AMERICAN RECOVERY for prospective and current clients. The owner, David Saxton, welcomes your questions or comments.

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