(Mr. Tenkey's Tips #319) www.mrtenkey.com

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Dear Management: Remember when high government volume branches warranted high favor?

Those favored margins led to favorable profits for the company... AND very favorable comp structures for the branch managers...

Be that a "Corp" or "P & L" branch format.

Well, for some time now... and for the foreseeable future... those days are gone.

What have you done to mitigate company losses?

Did you make their comp equations variable to react to such conditions??? Or did you lock their side in... on a blind assumption that Gov't margins would always be rich???

Not good people.

Way to give up all your maneuverability in the situation.

Even worse... is if you haven't noticed the decline in Gov't margins until this post.

Time to get to re-evaluating people... and if warranted, renegotiating as well.