(Mr. Tenkey's Tips # 493) --- book available @ www.mrtenkey.com

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Dear Management: Co-op is short for... Co-Operative.

Which generally takes MUCH cooperation.

Whether that be between different branches, divisions, companies, etc.... sharing the resources from a common pool.

And they CAN BE a great way to gain efficiency, share fixed expenses, etc.

However...

They can (and will) get to that stray nerve, if not set up properly from the start.

And what do I mean?

Let me simplify an example... and only talk about one shared resource... the U/W dept.

What if your files are the cleanest of a 5 partner co-op... and the others have "one-step about junk" files...

Causing the pool to have to hire 1/2 as more U/W'ing staff, than is truly needed (if the files were your quality).

Do you feel it's right to have to pay a share of their inefficiency?

Probably not right?

Proper setup FROM THE START people!

Otherwise, be careful who you sign a contract with.