(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.