(Mr. Tenkey #543)

April 20, 2021



Dear Management: If you stop evaluating performance at only the contribution level of a region, division, channel, branch or even a single loan officer...

BEFORE you have allocated all of the proper expenses,

It's like you just read a book half way through, and then guessed at the ending.

Not good peeps!

And why do I say this?

Because by doing so, there is a LARGE chance...

That YOU could terminate a profitable (see list above) or reward a non-profitable (see list above).

All because, you didn't let the story of the financials, unfold... and tell you the true "the end".

Perception IS NOT always reality.

READ your stories all the way through, there will be twists and turns I'm sure you'll be surprised by.

My couple pennies.

(More blogs/Find my book @ www.mrtenkey.com)