



Veritas Instrument Rental Incorporated

QUICK NOTES

A Monthly Resource for Veritas Affiliates



Annual Affiliate Conference

Each year, VIR holds an Affiliate Conference in addition to the Boot Camp sessions in the fall and summer. The purpose of the Affiliate Conference is to help connect affiliates throughout the country as well as to recognize the top performing affiliates. This year, as part of the Affiliate Rewards program, the Affiliate Conference was held in Las Vegas at the Paris Resort on May 7-9th. The affiliates in attendance varied from long established affiliates to new affiliates starting with fantastic first year efforts.

This year's conference featured a welcome reception on Thursday evening where affiliates mingled with VIR Staff and affiliates from 9 different states. Friday's schedule included presentations and open round table discussions before recognizing the top affiliates. Unlike previous conferences, the schedule was very light, allowing affiliates to enjoy their hard earned rewards!

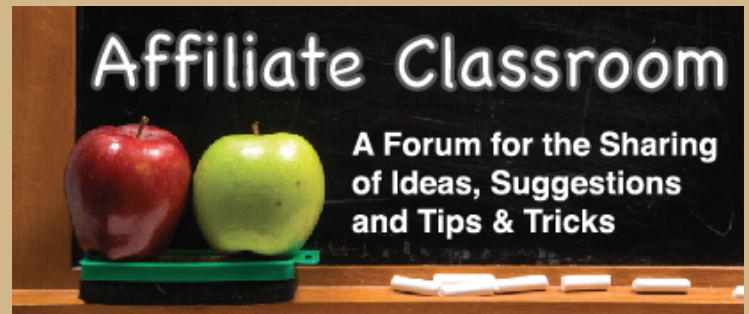
Details are still being ironed out for next year's Affiliate Conference but it is a good idea to get registered now. Visit the Affiliate Resources section of www.veritas-online.com and click on the Affiliate Rewards tab. Don't be left out on next year's fun!

June 6-8: VIR Summer Boot Camp
VIR Feather Sound Campus
Clearwater FL

July 9-11: Summer NAMM
Music City Center
Nashville TN

July 23-26: Texas Bandmasters Association
Henry B. Gonzalez Convention Center
San Antonio TX

August: Back-To-School Rental Season
Let the games begin!



Staff Meetings

While many affiliates hold regular staff meetings, the folks at JC Music in Connecticut take their meetings to the next level. Each week, a staff member presents a training session to the rest of the staff. Instead of the same person presenting at each meeting, the staff members have to pick a topic, write a one page article and present it to the rest of the staff at their weekly meeting. This not only promotes curiosity in learning about new products, but also helps build their pitch when selling it to a customer. Nice work guys!

New Rental Agreements

Obviously, there have been a few slight adjustments to the rental agreements everyone has been using the past few years. While we all know things will change, it often catches us off-guard or by surprise when it happens. The changes in the rental agreements have been an ongoing process in the office for over a year now. The VIR staff has been juggling state requirements and ease of use to find the best possible solution. After many months and numerous redesigns, the new agreements are what you see today. The new agreements may seem cumbersome or unnecessarily large. However, in order to keep them somewhat consistent to what you have been using in the past, the larger size is the better option. If they were to be put on a legal size paper, you would have to change your filing methods as well as storage bins. The tabloid size they are is best managed by folding the agreement in half creating a single letter size paper. This helps keep you from having to invest in new filing or storage systems.