



C.H. Brown Co., LLC - A Platte Valley Company

THE BOTTOM LINE

September & October 2020



COO CORNER

by ED MEYER

Chief Operating Officer

As summer comes to an end, equipment financing demand remains high. To help improve internal efficiencies and loan processing, we recently implemented credit origination software. The staff has worked hard to integrate this new tool into daily operations. Its steep learning curve paired with increased loan volume has led to reduced response times. We appreciate your patience as we strive to minimize this delay and improve our overall customer service.

Covid-19 continues to be a disrupter for many families, communities, schools and business. The health and wellbeing of our brokers and associates are at the heart of our decisions. In that spirit we made the difficult decision to cancel our annual Broker Weekend. Additionally, we have postponed all non-local travel which unfortunately means planned trips to meet with many of our partners.

On a happier note, CHB continues to find opportunities to give back to the community. We helped ensure a local Wyoming I-25 rest area remained open over the summer and several staff supported the Platte County Fair which aids 4H youth personal growth and development. Finally, CHB continues to support our nation's veterans for their service and sacrifices.

There is always room for improvement and we are constantly looking for ways to do and be better. More than just an equipment finance company, CHB is a friend to the industry!

PRIDE IN WORK

by KIT WEST

Business Development Director

Pride is a subtle mixture of humility and self-confidence: a delicate balance that says, "I must prove myself again and again through my work,"—yet at the same time, says, "I'm confident that I can prove myself again and again with my work."

It's the sort of job you do when no one's looking. It's striving for quality—not because your customer, boss or peers will judge you if you don't, but because that's just the standard you hold yourself to.



It is responsibility, initiative, and enthusiasm.

It is what dictates whether or not you love your job or hate it. It correlates almost exactly with whether or not you see yourself as an active agent of change in your career or a passive, powerless spectator.

Take Pride.....

1. Be Impeccable With Your Word

Speak with integrity. Say only what you mean. Avoid using words to speak against yourself or to gossip about others. Use the power of your word in the direction of truth and love.

2. Do Not Take Anything Personally

Nothing others do is because of you. What others say and do is a projection of their OWN reality, their own dream. When you are immune to the opinions and actions of others, you will not be the victim.

3. Do Not Make Assumptions

Find the courage to ask questions and to express what you really want. Communicate with others as clearly as you can. This will avoid misunderstanding, sadness, and drama. With just this one agreement - you can transform your life.

4. Always Do Your Best

Your best is always going to change from moment to moment. It will be different when you are tired as well as rested. Under any circumstances, simply do your best, and you will avoid self-judgment, self-abuse, excuses, and regret.

Inspired by the Code of the West: "Take Pride in Your Work".



THANK YOU for your business!





C.H. Brown Co., LLC - A Platte Valley Company

THE BOTTOM LINE

September & October 2020

CHB CHATTER

featuring... **RAYNEE HERNANDEZ**



I was born and raised in Wyoming and love everything about the state from the wide open spaces to the mountains to all of the amazing wildlife. My husband and I have lived in Wheatland for 13 years and are proud to have raised our 4 children here.

I started at CHB as Chuck's personal assistant 4 years ago. After one year the need for an insurance tracker became relevant so I took the position of insurance coordinator. It has been an experience with a huge learning curve but I enjoy the challenge and there is never a dull moment. I am currently in the process of obtaining my insurance license for the state of Wyoming. I appreciate my position at CHB and being able to work for a company that not only is involved in their communities but also encourages their employees to be just as involved.



When I am not at work I am super busy driving all over the country side watching my son play baseball. When at home I truly love our "herd" of chickens, our two dogs and our little kitties. If I am not outside with all the animals I am in the kitchen cooking and feeding our family. In my spare time, which rarely happens, I enjoy photography, reading, crocheting, painting my next project and spending time with the family.



WELCOME TO THE TEAM

Travis Baez
Receptionist

FOR SALE



**2018 JCB 510-56
TELEHANDLER**
\$109,950.00

74Hp, 356 Hours, Solid Tires,
Full Cab With Heat & A/C, 56' Max Lift Height,
10,000# Lift Capacity

Interested? Contact us today!
Chuck at cbrown@chbrownco.com
Kathy at kprice@chbrownco.com