

Additional Thoughts on the Fourth Quarter

“We’re getting to that kind of age, unfortunately. Paula and I are so enjoying this phase of our lives it’s kind of odd—I’m not sure what to make of it: Life is better than ever but we’re closer to the end. Oh well...”

This is a quote from a recent email exchange with an long-time client and friend. He was responding to me about a dear friend of mine who had just passed. His thoughts put the fourth quarter into crystal clear perspective.

Which leads me right smack dab into...

Mondays with Roy

One of the joys of being in Georgia during the winter months is that I get to have lunch with my friend Roy, usually once a week at Ted’s Montana Grill in Decatur. Our friendship goes back to just before I ran for president of the American Stamp Dealers Association some 15 years ago. He was very helpful in preparing me as I embarked on the position.

Roy DeLafosse turned 84 this past April. He is one of the most energetic people I have ever known. I just pray that I will have that much stamina in 14 years. However, it is his wisdom and philosophy on life that I find so interesting. First and foremost, his focus is on helping people. Roy comes from an engineering/problem solving background which he puts to good use every day, whether it is a business client, a stamp collector, or just someone who has touched his life.

The lunch time topics have run the gamut from ways to improve the attendance at stamp shows to increasing membership in the American Stamp Dealers Association. The former is of interest to me. He used the example of a small local Atlanta area show this past weekend. It was a one-day show, only three full time dealers, and an attendance total of 65 people. However, he met three new customers. All were retired professional people, who were returning to stamp collecting after many years. Each wanted to build significant collections in their remaining fourth quarter. The key here was that they were returning to stamp collecting. Roy is working on ways to find other people just like them. He is exploring ways to uncover them in the population

at large. In a metropolitan area the size of Atlanta there must be a couple of thousand just like them.



Finally, this past week, we got together in his “stamp cave” in Decatur. I brought him a belated birthday gift. Roy has said, that, if he, “gets rid of all of his stamps, he will need a hobby,” so I provided him with the seeds for his new venture, growing prize-winning giant cucumbers.

Have a wonderful summer and, if it applies, be sure to enjoy your fourth quarter.

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