

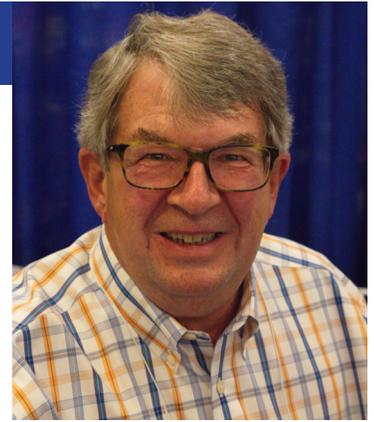
Downsizing Comes in many shapes and sizes

After three years in our town home, most of the physical objects that finally needed to go have gone. Goodwill has been a great outlet. Now that the pruning is done you start to look at your day to day life and how you want to spend your time. From my perspective: "The problem is ... you think you have time." My friend, Jeff's passing earlier this year drove that home like a lightning bolt. Seven weeks from diagnosis to death is a frightening thought. Especially when you had two other friends suffer the same experience during the past nine months. So, the time had arrived to put my future in perspective and to start making more memories. From my point of view: "Memories last forever. They are the only thing that you get to take with you from this world. Everything else stays behind."

I never expect to fully retire from this business, but change is an ongoing process. On page two, in "The First Word" I shared with you my decision to step back from offering the Scott catalogues each fall. The increasing amount of time spent away from our home base makes catalogue sales impossible. However, a plan is being put in place, so you can continue to enjoy the special pricing that we have offered our clients for the past 10 years.

There is a second change that will take place in 2019. We will trim our show schedule to just four shows a year. This was a very tough decision however; but travel plans necessitate it. I will no longer do the ASDA shows in the New York City area. In addition, we will no longer do the Plymouth Stamp Show, in Michigan. This one is difficult as I have done it for over 25 years, and it is one of my favorites. However, March through May is baseball and soccer season in the Atlanta area and I could have as many as four participants this coming year. After this past baseball season, when Parker's T-ball team won the league championship I prefer not to miss any games.

The goal has been to create a template for the year that includes everything that I want to experience with my family. To that I added to it the other places that Melanie and I want to travel too. The last piece of the puzzle was to fit the business into the equation. By developing a plan around a "moving 12-month year" you know exactly where you will be on any day of the year. It allows one to determine how and when, and from where, you will meet your clients needs. The computer, Internet, cell phone, and a business that is truly portable make this all seamless. In fact, we have been doing it for three months a year for the past three years.



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This endorsement is not one of those that tells you about the vast number of services and benefits offered by the largest of all national societies for stamp collectors in America. Many of you are, of course, already members—but we know that a sizable number of you may not have considered joining. I sure hope you do consider it. It's very much the key to enjoying philately to the fullest!

What I have to say about the APS is brief and concise and goes way beyond telling you what you get for the \$45 annual dues that I consider one of the key bargains in our hobby. It's simply this:

When you are a member of the American **Philatelic Society** you are part of the greatest social medium ever conceived for the philatelist. See for yourself at www.stamps.org (where you'll find a membership app) What's more, I'd be very pleased to propose you for membership, too! Just email me at jim@jameslee.com/