

## ERIC-ISMS

Starting my REP Life...

As many of you know – I had a mini mid-life crisis at 30 and decided to leave my job in Louisville, Kentucky – pack my car – and move to Atlanta! I had a couple of friends here and a place to stay for two weeks. So, the pressure was ON to get settled – find a job for some quick cash – and then start representing KLEM Hospitality.

To pioneer and market myself as a new rep in a new market takes time – I remember a friend of mine saying “It will take you three years”! Shocked was my first reaction – but I was undeterred to make a life for myself. After many attempts to get a job – I finally was able to land a waiter position at HOUSTON’S Restaurant. Being young(ish) – I did not mind the hard work and great cash tips – but, after couple of months my daily routine was started to wear on me. . .Get up – work all day as a Rep – maybe squeeze in a gym visit at lunch – change into my uniform – get to Houston’s by 4pm – Eat and then work until 11pm. That was my schedule for 5 days a week and for about 4 years!

Then one day – these two worlds collided! I went to welcome a guest at a table one evening and was shocked to look up and see Hugh Latta – President of DCI. He looked at me in confusion and said, “Were you in our office today giving a presentation?” Yes – my answer – I was. He replied, “what are you doing here?” Well, I explained that this was my evening job and took the opportunity to plug my lines again saying: “well, if I can get DCI to specify some of my lines – maybe I can give this up!” We all had some good laughs about this interaction for years to come.

One of my funniest memories from Houston’s was a lady bringing her 90-year-old Mother in to celebrate her Birthday. She was told to get anything she wanted! After much coaxing – I convinced her to order the Filet. At the end of the meal – I asked her how she liked her filet. She said, “It was wonderful – but didn’t taste anything like FISH!”

- Eric

## MONTHLY MUSE: MAJESTIC LIGHTING

Majestic Lighting provides hospitality and multifamily industry properties with high-quality lighting products that are innovative, cost-effective, sustainable, and long-lasting. Our Collection includes pendants, table lamps, floor lamps, ceiling fixtures, sconces, corridor fixtures, vanity fixtures, outdoor fixtures, and public area lighting. Discover our featured selections and newest arrivals.

### FEATURED MAJESTIC LIGHTING PRODUCT:



TABLE LAMP



SCONCE



OUTDOOR

## FEATURE INSTALL of the MONTH: WOOD STATEMENTS

In case you missed it....the Klem Group is now representing...Wood Statements!

With custom capabilities & domestic manufacturing in Chicago, IL – Wood Statements is your new go-to for any Wood-Top Tables and Bases you are needing. Let us know if we can help you with your next project!



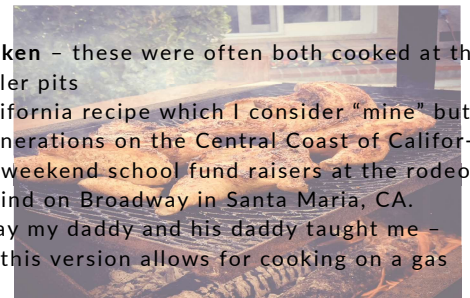
## “Well, Light My Wood Burning Fire!”

- Jim Trowbridge

We are THRILLED to have {Jim Trowbridge} VP of Sales at CHARTER make a Guest Appearance in our Social section this month! He KNOWS ALL when it comes to Grilling/Smoking/Roasting! So with Summer HERE! What better to Share than Home Smoked BBQ!

From Jim:

**Santa Maria Style Tri-Tip & BBQ Chicken** – these were often both cooked at the same time on large wood burning trailer pits. I can provide this very traditional California recipe which I consider “mine” but has actually been passed down for generations on the Central Coast of California. I grew up slinging this recipe for weekend school fund raisers at the rodeo, county fair and any corner we could find on Broadway in Santa Maria, CA. I cook this the traditional way, the way my daddy and his daddy taught me – over red-hot embers of Red Oak, but this version allows for cooking on a gas grill (and I don’t judge)!



\*\* REFER BACK TO EMAIL for ALL Ingredients and Instructions!\*\*