

Dan's Letter™

"Please...let me introduce you to my mind...one article at a time."



FROM THE DESK OF DAN ANDERSON

The Patient Mother

A woman walked in the grocery store with a three-year-old girl in the seat of her shopping cart.

As they passed the cookie section, the little girl asked for cookies, and her mother told her no.

The little girl immediately began to whine and fuss. The mother said quietly, "Now, Monica, we just have half of the aisles left to go through; don't be upset. It won't be long."

Soon they came to the candy aisle, and the little girl began to beg for candy.

When her mother said she couldn't have any, the little girl began to cry. The mother said, "There, there, Monica—only two more aisles to go, and then we'll be checking out."

When they got to the checkout, the little girl immediately started clamoring for gum, and she threw a loud tantrum when her mother refused.

The mother patiently said, "Monica, we'll be through this checkout lane in five minutes, and then you can go home and have a nice nap."

A man followed them out to the parking lot and stopped the woman. "I couldn't help noticing how patient you were with little Monica," he said.

The mother laughed.
"My little girl's name is
Tammy. I'm Monica."

- Dan A.



(BPT) - As COVID-19 continues to disrupt normal day-to-day operations of small- to mid-sized businesses and nearly half of the U.S. workforce hangs in the balance, employers are taking creative measures to reset their go-to-market strategies and offerings. By changing their operations to meet the demands of their customers, businesses can not only stay relevant but keep their staff employed and thrive in the new economy.

This pandemic offers business owners, investors and entrepreneurs the opportunity to take a critical look at their overall business model, offerings and operations and reset the entire business structure, creating new opportunities to serve and prevail. This is the perfect time to explore new legal solutions to the most common business obstacles to help companies preserve and protect their brands and prosper for generations to come. There are great examples of resets happening within many industries.

With the pandemic closing summer camps throughout the country, ACA-accredited Adventure Links, a 23-year-old summer camp in Virginia, has found a way to replace its usual summer adventure camp programs with The CampCloud(TM), an experiential online alternative. The company is now offering its virtual camping programs to individuals and employers to assist employees working from home by keeping their kids engaged, learning and delighted all day from virtually anywhere. The program is being offered to other camps as a customizable, online option for their campers.

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Ensuring the health and safety of employers when stay-at-home orders are lifted, and business resumes, is critical. Thanks to a team of entrepreneurs, Disinfect & Shield(TM), an FDA-registered, EPA-approved and eco-friendly disinfectant used in surgical suites for the last decade, is now available to businesses worldwide to kill SARS-CoV-2, the virus that causes COVID-19 and other dangerous organisms. It works by creating a permanent anti-microbial shield, preventing the virus from attaching to surfaces where it has been applied without risk to humans, animals or crops. With Disinfect & Shield(TM), employees, customers and visitors can feel safe knowing that their space has been properly disinfected and treated for optimum health and safety.

Clint Coons, founder of Anderson Business Advisors, offers 5 financing and entity creation tips to help entrepreneurs and small business owners:

- **Know how to use loans:** CARES Act loans have specific guidelines like having to use at least 60% of the loan within 24 weeks of receipt for payroll expenses. Concerned that money would dry up, many small business owners applied with no way of utilizing them because their business cannot reopen under the strict guidelines imposed on the industry.
- **Alternate cash sources:** Borrow from a 401(k) or IRA to keep businesses afloat, as it does not need to be paid back for at least 3-6 years. However, pulling money out of a retirement plan comes

with some risk, such as if the business does not see profitability, then retirement funds were wasted on a failed business venture.

- **Beware of increasing liabilities:** Because insurance will not cover claims brought under COVID, reopening comes with risk and business owners are wondering how they will operate under strict COVID-19 related guidelines and still make a profit. Now is the time to pivot and reset.
- **Consider restructuring:** Set up your business in the right entity and state. Mistakes in formation or taxation can have a lasting negative impact on business growth and viability. Before starting a new business, consider the best structure for asset protection and tax minimization. For example, a limited liability company (LLC) gives business owners time to operate at a loss for the first few months and write off the loss on their individual 1040 forms against other forms of income. There are different entity funding options with protection ramifications.
- **Utilize Privacy Shield Protection** by creating anonymity with trusts.

COVID-19 has shown that many businesses aren't prepared for worst-case scenarios and make common mistakes that can affect their ability to grow and borrow money. If approached strategically, small- to medium-sized businesses can take this time to implement changes and help their operations succeed and thrive.

TIPS FOR GETTING A CAR IN 2020

(BPT) - Getting a car is a pretty big move, made all the more daunting due to the financial uncertainty posed by the pandemic.

Still, you have places to go. Here are five tips that you should keep in mind when looking for a car in 2020.

Now More Than Ever, Don't Buy New

According to Kelley Blue Book, the average new car will set you back about \$37,000, while one that's used (and identical in nearly every way) comes in at a considerably lower \$20,000 or so.

A new car also depreciates like crazy when it leaves the lot. In fact, new cars lose around 20-30% of their value in just the first year, and are worth about half of their sticker price after three years.

Don't Take Out Crazy Loans

In order to keep payments low, Americans are drawing loans out longer than ever, with an average loan term of well over 5 years.

This situation leaves you throwing away a ton of cash on interest over the years of the loan - and left with few options if your financial situation or ability to pay changes.



Presently, there's a record 7 million Americans who are 90 days or more behind on their car payments.

Do Your Research

Check online resources to find not only the best car price, but the best year, make and model.

Websites like Edmunds offer forums where consumers can compare where and what other people paid for similar vehicles, while resources like Carfax and J.D. Power provide valuable information on your car's history.

The National Highway Traffic Safety Administration website even offers an online tool to find out if the individual vehicle has had any safety issues or recalls.

Get the Full Expense Picture

Online loan calculators are a simple way to get an estimated figure for what loan payments may end up adding in principal and interest. Additionally, you need to consider auto insurance in your car's overall expense. The average cost is \$1,548 a year, but that varies with the carrier, the driver's history and the vehicle type. Repair costs can also add to your bill, as a 2017 study from AAA showed the average repair bill is between \$500 and \$600.

Focus On Mental Health While In Quarantine

Staying indoors for an extended period—days, weeks, or even months—can be hard, especially when you're already stressed about COVID-19. While staying physically healthy, don't neglect your mental health.

The Verywell Mind website shares these tips:

Stick to (or create) routines. If you're working at home, start the day at your regular time. Shower and dress, and focus on your job. Eat meals at your usual time. If you've got children around, set up a schedule and structure that allows you to care for them in addition to doing your job.

Stay active. Don't sit on the couch all day. Fitness apps can remind you that it's time to get moving. Search YouTube for exercise and yoga videos. Jog through your home a couple of times.

Communicate. Don't cut yourself off from the rest of the world. Spend time with family or friends who are staying

with you. Reach out through social media. Take advantage of Skype and Zoom to stay in touch. Even if you're isolated physically, it doesn't mean you should withdraw entirely.

Stay healthy while cooped up at home. Be determined to stay healthy and safe in self-isolation, no matter how long the pandemic lasts.



TAKE A BREAK!

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Chipotle Honey Chicken Skewers

1 - 1 1/4 pounds chicken breasts, chopped into 1 inch pieces
 1 green pepper, chopped into 1 inch pieces
 1 red pepper, chopped into 1 inch pieces
 1 yellow onion, chopped into 1 inch pieces
 Salt, to taste
 1-2 tsp Garlic Pepper Seasoning
 1-2 tsp Chipotle Seasoning
 1 bottle Chipotle Honey Grill Sauce
 Chop the shrimp into 1/2 inch pieces.

Season chopped chicken with salt, Garlic Pepper Seasoning, and Chipotle Seasoning. Transfer chicken and vegetables to a large zip top plastic bag and pour in 1 cup of Chipotle Honey Grill Sauce. Save remaining sauce for brushing on skewers during grilling.

Place bag in the fridge and marinate for at least two hours, or overnight. Longer is better!

When ready to grill, place marinated chicken and vegetables on skewers in a repeating pattern. Discard bag with used sauce. Preheat grill to medium-high heat and oil the grates. Cook chicken skewers for 12-15 minutes, turning every 3-4 minutes or until chicken is no longer pink in center. Brush with remaining sauce during cooking.

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It's time to get more kids biking



(BPT) - For kids, biking is one of the gateways to growing up. The joy a bike can bring as a fun way to explore or spend time kicking around the neighborhood. Yet, according to a study from the Outdoor Industry Association, bike riding among kids declined 19% between 2007 and 2019.

Especially during this time of social distancing, bike riding offers the perfect opportunity to shake off cabin fever and safely enjoy the fresh air. For kids in particular, there are many benefits of owning and riding a bike, including:

- It gets kids outside away from screens to enjoy fresh air and vitamin D-giving sunshine.
- It promotes cardiovascular health.
- It builds muscles, while improving balance and coordination.
- It improves mental health by helping to reduce anxiety or stress.
- It helps build self-confidence and relationships with others who like cycling too.

Unfortunately, not every kid has the opportunity to enjoy the many positive aspects of bike riding. Children in foster care don't always have access to a bike.

To help address this issue, Honeycomb cereal is donating \$50,000 to Together We Rise, a national nonprofit dedicated to helping improve the lives of youth in foster care. The donation will provide 600 bicycles to kids in foster care nationwide.

Bikes have been part of Honeycomb's history since the 1970s, featured in its advertising and promotions. Kids growing up in the '70s and '80s remember collecting Honeycomb bike-sized state license plates, which were given away free inside cereal boxes.

"We're thrilled to team up with Together We Rise to give kids in foster care the chance to experience the fun and joy that biking brings," said Michelle Titus, senior brand manager of Honeycomb cereal. "Throughout its history, Honeycomb has been a champion of the small yet big moments for kids. This donation will make the dream of owning a bike a reality for these kids."

Now is the perfect time to get your kids biking and consider helping foster kids do the same. For more information about the Together We Rise Bikes for Foster Children program or how to sponsor a bike for kids who need one, visit TogetherWeRise.org.