



OUTSIDE THE BOX

Looking Back and Moving Forward

Before moving forward into a new year, it is important to take a moment to reflect on the past year and how it has shaped our business to take on new opportunities for growth in 2018. We are looking forward to announcing some exciting news in the coming weeks, but first let's reflect on 2017.



This past year we continued our commitment to being advocates for both our industry and community through our partnerships with the Arizona Girl Scouts, St. Vincent de Paul, and Operation Toy Box, just to name a few. We were also proud to be one of the UniGroup agents that participated in the Hurricane Harvey Relief Effort. It was so exciting to see how the

community came together to donate much-needed supplies to hurricane victims in Houston - so much so that we were able to fill two trucks!

Dircks was also happy to be involved in some exciting new projects that took place in Phoenix this past year. Some highlights included delivering equipment to the University of Phoenix Stadium for the NCAA Final Four tournament, sponsoring the world-famous Scottsdale Polo Championships, and moving the entire Arizona State University football program into their newly-renovated athletics facility.

Lastly, we were so honored to once again be recognized as a multi-award winning agent for Mayflower. Most prominently, Dircks received the Admiral's Club Award for being named the number one residential moving booker in the country for Mayflower, recognition as the fourth largest producer of hauling revenue in the household goods business segment, the Million Dollar Club Award in the \$6 Million Dollar Plus category, a Customer Choice Award Honorable Mention, a Heart of Quality Award received by Sina McMahan, two Mayflower Masters Club Inner Circle members with Rick Dircks and Steve Hook being ranked #2 nationally in their respective business segments, and finally, a Mayflower Salesperson of the Year Award received by Steve Hook. Last, but certainly not least, Dircks was also recognized as one of the top 5,000 fastest-growing companies in the U.S. by Inc. Magazine.



The successes we saw this year could not be possible without the incredible team we have in place here at Dircks, or the support we have received from our UniGroup family. Here's to a successful 2018 as we move forward. Happy New Year!



How to Make (and Keep) a New Year's Resolution



Top 15 Moving Destinations of 2017 Announced



How to Stay Proactive During the Holiday Season

How to Make (and Keep) a New Year's Resolution



Are you making a resolution for 2018? Warning: More than half of all resolutions fail, but this year, they don't have to be yours. Here's how to identify the right resolution to improve your life, create a plan on how to reach it, and become part of the small group of people that

successfully achieve their goal.

Top 15 Moving Destinations of 2017 Announced

Hot off the presses, Updater released its annual moving destinations report ranking the top 15 moving destinations in the U.S. for 2017. There's some juicy findings, with Washington, D.C. topping the list. See the rest of the list here.



Karlie's Korner

Hi, Friends! It is that time of year again where it seems impossible to stay on track and get everything done for the holidays. Here are some tips to stay proactive during the season!

- **Take Time For You:** Take some time to do something you have been wanting to do, even if it's just to read a new book. The holidays are a great time to recharge and do something that makes you happy.
- **Take Advantage of the AM Hours:** Don't sleep your vacation days away! Get up early and get things done while everyone else is sleeping.
- **Make Those Long-Distance Calls:** Now is a great time to connect with family and friends you don't usually get to talk to. They will be happy to hear from you!
- **Get Rid of Clutter:** Declutter your mind by getting your home, office, and personal life in order. You will be on your way to an easier life once the holidays are over.

Meet the Dircks Team! If you have any questions or need anything with regards to Moving, Storage, Logistics or OA/DA services, just get in touch with us and we will be happy to help! Now let's get to know each other a little better!

What is your favorite holiday tradition?



Rick Dircks
Executive Vice President
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Zoolights at the Phoenix Zoo, and Family Bingo on Christmas Eve.



Dave Barnett
Interstate Planning and Dispatch
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Christmas Eve at my grandparents' farmhouse with over 40 of our relatives. This tradition is pushing 110 consecutive Christmas Eves there!



Gary Snipes
Residential Sales Manager
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Early morning opening of our gifts, followed by a game of Pickle Ball and then ham dinner with our family and football in between.



Karlie Jamieson
OA/DA Coordinator
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Eating as much food as I possibly can!



Jose Garcia
Customer Service Manager
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Every Christmas my mother makes a family Peruvian dish called Pappas Rellanas (stuffed potato) that we all enjoy.



Guy Reynolds
Vice President Operations
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Family gathering on Christmas morning for brunch.

Dircks, Your Number 1 Choice in OA/DA Services
2009 Mayflower President's Quality Award Winner
2009-2014, 2016, 2017 Customer Choice Award
2009, 2011-2017 Heart of Quality Awards

2014, 2016 Performance Excellence Award
2014-2017 Million Dollar Club Award
2015-2017 Mayflower Hauling Award
2016, 2017 Admiral's Club Award