



Holiday Greetings from the Ware House
100% fact free newsletter

People ask, “How many dogs do you have?” Because I travel each week, my response is, “I don’t know.” Chances are high that Janey (with her infinitely big heart for animals) has found another stray in my absence and added to our collection. So, currently the answer is four...and counting. Pictured below in their morning lineup for leftover bits from Nikki’s PB&J before it goes in her lunchbox.



When we vacation, I secretly like a little break from the canines. So, what did Janey plan for us? (Vail, Colorado and dogsleds)



That’s Nikki and me in the sled. Mush.

I caught a cold just before Xmas this year and got the accompanying case of the “stupid.” (I have learned not to make major decisions or see clients when I am sick.) Anyway the “stupid” were in full force during my Xmas shopping which resulted in my buying things that I didn’t even recognize by the time I was ready to wrap them. My biggest folly was to buy the girls a drone. Yes, a drone. I know. WTF? Pictured below is the drone in a tree moments after the girls opened it on Xmas morning. (It’s

hard to see the drone because I bought the special “camouflaged” version...which seemed to be important at the time.)



I am recovering from the “stupid” and despite how seriously challenged I become, I am still fully aware of my blessings, pictured below:



(Bonus question: which child are you SURE is mine? ☺)

Marilyn and Dwain (Jane’s parents) were with us for the holidays, and GramPat—now 91—will join us with my sister Wendy and hubby George for New Year’s Day. So far everyone has behaved admirably, except for me and two of the dogs. We were appropriately punished and received no treats since the infractions. If my good behavior continues, Janey promises to remove my electric collar.

Obediently yours, Jim and the Ware Family
(Nikki, Jane, Jim, Alexandra)

(Answer to Bonus question: Nikki, of course!)



Holiday Greetings from Focus Consulting
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FCG in New York. We have two consultants—Robert Chender and David Ellzey—based there. And some of us were there almost weekly in 2013. Pictured below are Keith and Liz enjoying the buzz of Times Square:



The energy of NYC is compelling, and eventually our newest partner, Michael Falk, did succumb to the desire to go native in New York. Also, a dog lover, here is Michael in his Big Apple best: (The client loved it!)



Combining work with pleasure, I took the family to NYC in August. Best trip ever. Royal Suite at the Waldorf was “on sale” so we stayed there for five glorious nights. (Queen of England stays there when in town! La-di-da) Hopefully, the

Queen won’t find all the marshmallows that the girls fired from their new FAO Schwarz air guns. (If you see any marshmallows in this photo, let us know.)



Each year I collect my favorite quotes from investment CEO’s:

From Al on the West Coast:

“Our CFO isn’t a numbers guy.”

And from Robert on the East Coast:

“Our Chief Compliance Officer just wants to be liked.”

And from Jeff in the Midwest:

“The beatings will continue until morale improves.” (He was kidding...)

Do you now see why we are in business? (It remains true that the biggest intangible benefit for us at FCG is “entertainment value.” People are funny)

On a slightly more serious note, I am very proud of the team we’ve assembled. And proud that we practice what we preach: trust, candor, transparency, curiosity, accountability and the like. We don’t pretend to do these things perfectly, but when we drift, we shift back to our original commitment: to live the values and behaviors about which we write, speak, and teach. Thanks for choosing to be on the journey with us.

The FCG partners