

EAGA Business Builder

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Today's presentation was by Patrick Garr —Expense Reductions Analysts

Patrick grew up in a small town in Virginia and graduated from Virginia Polytechnic Institute and State University. I can truthfully say that today we had a real Hokie presentation (Virginia Tech Hokies - get it? Come early some Tuesday and get Patrick to explain the origin of their mascot.) Patrick and his wife Michelle have a young daughter and are looking forward to adopting a son in June. Mr. Garr graduated from the aforementioned VT with an Industrial Engineering degree. Many college graduates find themselves migrating away from their formal degree field as they move through life. Patrick has stayed true to the degree. He worked at Intel for a bit, then 6 years ago, took on his current career. Industrial Engineering is defined as the "Application of engineering principles and techniques of scientific management to the maintenance of high levels of productivity at optimum cost in industrial enterprises."¹ That sounds like what Patrick does every day as an Expense Reduction Analyst. Patrick, his partner Travis and their many national associates will review a business' operating costs; analyze where and how the money is being spent; determine all available options; then offer valuable suggestions for reducing those costs wherever prudent. All while retaining or even improving the benefits received from the expenditures. Expense Reduction Analysts has the knowledge and expertise to determine what you should be paying for goods and services in your operating area. They can negotiate supplier arrangements for you, or provide you with the tools and information for you to do it yourself. If you find that you don't have the staff or don't have the time to make a detailed analysis of your expenditures; or if, like a lot of us, you just don't know what is a fair price for the things you buy most...give Patrick a call. He knows a lot; has associates that know a lot; and has easy access to other knowledgeable people that offer a wide range of expertise. His people will find out whether or not you are spending most efficiently, and if not they will provide you with ways to correct the situation. When he is not off mountain biking, you can reach Patrick at 505-710-9499. [Mountain biking — really? That sounds like a very strenuous way to enjoy the great New Mexico scenery]

- ◆ EAGA Golf Tournament is set...May 8th; Canyon Club Golf Course. Noon lunch. Tee times start 1:00 PM. Member fee \$20; Guest fee \$75. Woowoo! Clint Hall - Lobo Wealth Strategies is sponsoring the 3rd hole with a \$10,000 prize for a hole-in-one. Sign up sheets will be available at breakfast meetings for the next couple of weeks. If you have any questions, or if you don't believe me about the \$10,000 hole sponsor, contact event Chairman Jerry Becker.
- ◆ April Badge Board Greeter slots are all taken and the only Speaker slot left is April 15th. Contact Mario as soon as possible to get a place on the May lists before those dates are all gone as well.
- ◆ Additional great fun planned for the EAGA Summer Bash on Saturday, July 12th. Much more information and specific details about the event will come as the committee fires up activity in a few weeks. Start checking now so that you have time to replace your play clothes if they no longer fit after the long winter.
- ◆ Lee provided additional information on the FAA's ongoing efforts to regulate, or at least place blame for accidents regarding, Quad-Copters and other low flying UAV (drones). Apparently the airspace of concern is from ground level up to 400 ft. Will there have to be tall poles at city intersections with synchronized traffic lights every 100 ft. of airspace? The Jetsons could figure it out so our government shouldn't have any trouble at all.

1. Merriam-Webster dictionary

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EAGA PAGE 2

Business Leads:

Ann Mathews Bridal is opening at 1620 Alameda NW.

DD's Discounts is going in San Mateo Square - 3300 San Mateo NE.

— Lionel Specter - Zeon Signs

Reciprocity:

Gentlemen I could use assistance with this. If you will write down your comments, I will have a much better chance of getting it right. My own shabby notes are not doing the credits justice.

Thank you to:

Steamatic for the great work - David Rodriguez

Jerry Becker for the referral - Stan Byers

Member Business Events:

Luis Alvidrez - Upward Motion Personal Training

Iron Chef Challenge April 1st 5:30 to 7:30 PM

Builders Source Appliance Gallery.

Learn how to make food that is either protein or carbohydrate rich.

Phil Kenny - Trucks Unique

Open House Friday (21st) 1-5 and Saturday (22nd) 10-3

4914 Pan American Freeway

Food; Fun; Sidewalk Sale; Spin the wheel of fortune and win a prize.

With our golf event just around the corner. It is time for duffer notes from my brother-in-law:

Golfer: "Think I'm going to drown myself in the lake." Caddy: "Think you can keep your head down that long?"

Golfer: "Do you think I can get there with a 5 iron?" Caddy: "Eventually."

Golfer: "Do you think it's a sin to play on Sunday?" Caddy: "The way you play, sir, it's a sin on any day."

Golfer: "How do you like my game?" Caddy: "Very good, sir, but personally, I prefer golf."

Golfer: "Please stop checking your watch. It's too much of a distraction." Caddy: "It's not a watch, it's a compass."

Badge Board Greeter

Mar 25th Rick Reese — Blue Ristra

Apr 1st Lowell Whitten — Cutter Aviation ABQ

Apr 8th Wayne Pollack — People's Flowers

Apr 15th Garrett Hennessey — Express Employment Professionals

Apr 22nd Don Clark — ABQ1

Upcoming Speakers

Mar 25th Mike Blomker — Merry Maids

Apr 1st Don Clark — Abq1

Apr 8th Mark Tobiassen — Action Coach Business Coaching

Part 2 of our program concerning Hiring, training and retaining motivated employees

Apr 15th Space reserved for you. Call Mario.

Apr 22nd Bill Smith — Construct Southwest