

EAGA Business Builder

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Today's speaker was Mike Edwards — New York Life Insurance

Mike began his presentation by sharing the details of a very interesting personal experience that redirected his life. Circumstances, events and personal spirituality colliding at the right time will change the world of those involved. It is unlikely that I could properly convey the appropriate details, or the emotion involved, so I won't try. Those in attendance were definitely the beneficiary of Mike's sharing. Congratulations to Mike and his doe, Jude, on their 38th wedding anniversary. Speaking of 'beneficiaries', Mr. Edwards is also a life insurance guru and he provided us with an overview of the basics of that industry. I always thought of life insurance as just 'death insurance'...nothing more than a way to provide some financial security to my family when I die. I now realize that sort of thinking displays a very uninformed view of the beneficial options and tools available through life insurance. It could also account for the uneasy feeling that I get after a fight with my wife, when I remember that the only thing standing between her and a some extra money is me being alive. Mike has a much better perspective on life insurance. The main purpose is still to provide financial benefit to those that survive you, but your life insurance program (not just a policy) should be structured so that you can also take advantage of the various opportunities for benefit while you are still alive. Mr. Edwards recommends regular (like annually) discussion with your agent to make sure that what you have in life insurance is still the best product, and that it is properly configured for your current circumstances and plans. Mike also presented an overview of the three primary types of life insurance policies. Whole Life: with a constant benefit amount; constant premium; and changing cash value. Universal Life: with a constant benefit, fluctuating premium; and changing cash value. Term Insurance (Simplest of the 3): with a constant benefit; increasing premium; and no cash value. Each has their own set of pros and cons, and there are many ways to add riders or otherwise customize policies to accommodate your specific desires. Mike will provide you with information and options to help you structure your life insurance program in a way that it provides the desired security for beneficiaries, while also making cash value, collateral or other benefits available for use while you are still living. Give Mike Edwards a call to discuss the very many possibilities for life insurance coverage. Phone: 505-880-2091 Email: mcedwards@ft.newyorklife.com

♦ EAGA Summer Bash — Friday, July 11th at Nature Pointe in Tijeras. FREE for EAGA members and spouses; guests only \$25 each. It is going to be a tremendous amount of fun.

Jerry has the games set! Klint and crew have the food planned! Pat has the entertainment scheduled! Dan has good weather confirmed (surprising that Dan has those connections). Rick has ordered the souvenir cups. Just make sure that you sign up this Tuesday....It is almost PARTY TIME !

♦ Board Member elections will be held during the next meeting, June 24th. We have had two nominations, so far: Pat Maloy—Maloy Mobile Storage and Mike Williams—Builders Source. If you have a nomination to add, please get the information to Mario ASAP. Don't wait until the day of the meeting, Mario needs time to get the names printed on the formal ballot.

♦ Don't forget to bring something for the EAGA Show and Tell Presentation at our June 24th meeting.

♦ Our Trap Shoot Committee is raffling off a Benelli shotgun. Ticket price is \$25 and only 100 will be sold. About half have already been purchased. Contact Klint Hall to buy a ticket, or if you have any questions. The drawing will be held as soon as all the tickets have been sold.

Contact information for Executive Director: Mario Hernandez

Phone: 505-239-0259

email: hernmar129@yahoo.com

Postal mail: 8100 Wyoming Blvd NE; Suite M-4 #345; Albuquerque, NM 87113

EAGA

Business Leads:

Tio Rico Title Loans opening an office at 1448 Bridge SW.

New church being built in 2400 block of 2nd NW.

C.A.R.E.S.—Consumer Advantages Real Estate Services opening an office at 8102 Menaul NE.

- Lionel Specter — Zeon Signs

Reciprocity:

Thanks to David Rodriguez for setting me up with a fully reloaded refurbished lap top for about 1/3 of the cost of a new one. David has more of these, he tells me, so don't wait too long!

Got a call from a distressed patrolman the other day. He had just discovered that his police truck would not go over 100 mph and he was left in the dust on I-40. If you've ever had your pedal to the floor and it won't go no more, you know that sinking feeling. We reprogrammed his F-150 that very day to increase the speed limiter and maximize the truck's overall performance. Now he at least has a fighting chance. Thanks for the referral Damian Lusch!

- Phil Kenny — Trucks Unique

Thank you to Chuck Mitchell for taking care of one of our employees that had a tire repair need.

- Mario Hernandez

- ♦ *There will not be a meeting on July 1st because of the 4th of July holiday.*
- ♦ Do you know of a quality business that would be a good addition to EAGA? If so, contact Jack Zipper, Membership Committee Chairman with details.
Possible categories for a new member:
Farrier Child Care Service Taxi/Limousine Service
- ♦ From Jack's stash of stuff:
"How long a minute is, depends on which side of the bathroom door you are on."
"I am a nobody; nobody is perfect; therefore I am perfect."

Badge Board Greeters

June 24th Mike Edwards — New York Life

July 1st **NO MEETING — 4th of July Holiday week**

July 8th Rick Reese — Blue Ristra

July 15th

Upcoming Speakers

June 24th EAGA Show & Tell

July 1st **NO MEETING — 4th of July Holiday week**

July 8th

July 15th

July 22nd Gary Oppedahl — Director of Economic Development for the City Of Albuquerque

July 29th Phil Houser — Document Solutions