

EAGA Business Builder

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Today's speaker was Kevin Lorenzen - Aflac.

Aflac is not a health insurance company. It is a voluntary benefits company. Aflac offers a wide variety of policies, covering a wide variety of incidents, illnesses and events. When a covered claim arises, Aflac directly pays the policy holder. The Affordable Care Act (official name, not a statement of fact) has created an atmosphere where employers are having to drop, decrease or substantially modify insurance coverage offered to their employees; then, as the dominos fall, employees are offered less coverage and are also often required to pay a greater share of the cost. They are left feeling very vulnerable. The cost of medical treatments are high and continue to rise. \$8,000 for a broken leg; \$65,000 for hospital and doctor services after a heart attack; \$10,000 a month for cancer treatment. It is easy to see why there is concern about money being available when needed. The benefits offered by Aflac can fill in some pieces of the health / illness costs puzzle. Aflac policies are purchased by the individual, however there can still be benefits to an employer for a company sponsored plan. Policy premiums can be structured within pre-tax programs so the various employer paid payroll taxes are reduced. A related benefit to the employer is a reduction of the "Monday morning worker's comp claims". Talk with Kevin to determine what options can be made available to your employees and, just as important, what options you have for your personal benefit and security.

Kevin also spent a lot of time discussing various aspects of the current health care laws. A large percentage of our membership companies consist of less than 50 employees. Although companies with less than 50 employees are not required to offer health insurance options to their staff, there are other requirements that do pertain. Various formal communications to employees are required. Other less known aspects of ObamaCare include the fact that income tax applies to tax subsidies provided to assist persons in paying for health care insurance. In other words, the policy holder will have to pay income tax on subsidies that they receive. And the subsidies will be gone altogether in a couple of years. New Mexico Health Connection is one recommendation for assistance in researching non-employer provided health insurance. Kevin has access to a tremendous amount of information about the health care requirements, deadlines and options. Give Kevin a call if you would like any of that information and particularly call Kevin to discuss the many beneficial programs that Aflac can provide. Kevin is at 505-892-3300 Kevin_lorenzen@us.aflac.com

- ◆ Our EAGA Jim Fanning Memorial Trap Shoot will be on Friday, October 17th at the Albuquerque Trap Club. Members shoot for free; Fee for Retired Members is \$60; Guests \$75. Sign up sheets will be available at breakfast on Tuesday. If you need a shotgun, there will be loaners available. Directions to the facility and more details about the event will also be provided at upcoming meetings.

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Business Leads:

None provided at this meeting.

Reciprocity:

Thank you to:

Ken Bower - Hunter Lumber for cutting wood that I needed for my garage.

- Bill Maxey - Butterfield Jewelers

The first of our Member Open House events was held today at Maloy Mobile Storage. Pat offered a great tour of his facilities. Beginning in the entrance lobby where they have an operable antique Ford automobile on display. A very interesting vehicle, but only the beginning of interesting discoveries and information from the tour. Most of us know of the steel containers that are used for transportation of cargo; they have a lot of those, in various sizes, throughout their yard. Pat modifies those containers for whatever his client would like. They slice the containers horizontally, then either drop the top down to make the container shorter; or raise the top and weld in a spacer to make it taller. They can slice them on the vertical as well to widen the usable space. Containers can be connected (side by side, or end to end) with common walls cut out for efficient use of the interior; or they can be stacked quite high. The containers can be made level 3 bulletproof (level 3 apparently indicates a very safe place to hide when the wife becomes irate). Maloy Mobile Storage provides containers for television station rural transmitting facilities; control offices / buildings for managing rock crushing operations; repelling towers (stacked containers with modifications for climbing access through the interior); storage facilities for high-wattage electrical operations. Though Pat has everything under control, I would cringe every time I entered a metal container that was setup with a panel box to distribute 440 volts. I had to leave on a business matter, so was only able to participate in the first 30 minutes of the tour and still I came away with a feeling of awe. Maybe Pat, or one of the other attendees can provide information about the rest of the morning's events and discoveries. Thank you Pat and his crew; and thank you to the members that attended.

There will be another open house event in each of the next 3 months. Stay tuned for details.

Badge Board Greeters

Sept 30th Rick Reese - Blue Ristra
 Oct 7th Jon George - Southwest Myotherapy
 Oct 14th
 Oct 21st
 Oct 28th

Upcoming Speakers

Sept 30th James Jaramillo — Coba Investments
 Oct 7th Nick Minetos - PEO Emperor
 Oct 14th Stan Byers - Byers and Sellers Quick Sell Team
 Oct 21st
 Oct 28th

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