

EAGA Business Builder

Volume 11

Issue 13

eaganm.com

March 17, 2015

Today's speaker was Leon Marler - Marler Manor



Leon has been operating Marler Manor facilities since 1999. But, there is a little more to Leon than just an excellent care-giver. He has some experience in a few other professions as well. If you were to ask Leon to provide a detailed resume of his past work experience, the document you receive would probably be three or four type written pages...standard font, not double spaced. Leon began his worldly learning when he joined the Marines just out of high school. His tour of duty was during a portion of the Viet Nam Conflict, but he had the right travel agent, so luckily, was never transported to that action. After his discharge from the Corp, Leon began his travels to earn that degree from the school of hard knocks. Along the way, Leon has been a truck driver; a truck painter and he has shined huge tanks in LA; he has operated gas stations; and painted airplanes. In between and around those gigs, Leon had some 33 other jobs, of varying degree on interest and varying degree of success. It sounds as though every one of the experiences provided Leon with a definite amount of new knowledge and enjoyment. Leon has been at his current profession for about 15 years, and that is a great thing for the elderly of Albuquerque, and their families. Leon has genuine concern for the folks at his facilities. He is interested in making their lives as comfortable and as happy as possible. Part of that care is in the listening to residents' stories as they relive their own personal experiences. The details of those experiences provides Leon with more opportunity to learn about new adventures or events, so he gets a little benefit as well. Leon operates a complete 'turn-key' operation. They focus on the needs and care of each individual in their facility. Leon provides the great care and only charges about \$4,000 per month, compared to about \$6,000 charged by other homes offering the same care. Leon has a lot of experience in the industry and he knows a substantial amount about elder care. He understands the rules and regulations pertinent to elder care facilities. He knows what families should expect in care for their loved ones. He knows about funding, and insurance and the difference between home care, assisted care and nursing home care. Leon suggests that you get insurance for long-term care for yourself and/or family members. As noted above, the cost for care can be huge, and will likely just increase in the future. If you are looking at elder care facilities, Leon suggests that you look at those that will give you a 'menu' of services so that you are able to get an accurate understanding of the true costs you will pay. If you would like to tap into Leon's extensive knowledge about elder care, or if you would like to know what Leon can tell you about other facilities in our area, just give him a call. He is quite willing to assist. 505-837-2233

- ◆ Second announcement of prospective member:
Hinkle & Landers PC — Certified Public Accountant
Representative: John Clemons, CPA
Sponsor: Mario Hernandez

If you have any objection to this company becoming a member, or if you have information that you feel should be considered in the application review process, please contact the Membership Committee Chairman Jack Zipper as soon as possible.

- ◆ April 21st will be 'Potential Members Day'. If you know of a company that would be a good addition to our roster, please bring their representative to breakfast that day so that they can get a first hand experience of what EAGA is all about. Please contact Mario to let him know you are bringing a guest. We want to be properly prepared with space and food.

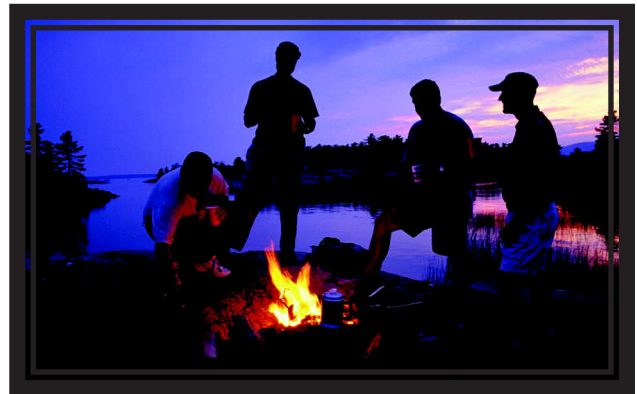
Contact information for Executive Director: Mario Hernandez

Phone: 505-239-0259

email: hernmar129@yahoo.com

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

EAGA Fishing/Camping Trip



Come relax and unwind on a weekend long, camping and fishing trip with the guys! The fun will take place April 24th - 26th; more details to follow.

Contact Klint Hall for details:

505-401-2800 or klint@lobowealthstrategies.com

Business Leads:

None noted today

Reciprocity:

Thank you to Mike Sei and Bobby Jackson for their business. — Bill Maxey -Butterfield Jewelers.
Thank you to Kevin Lorenzen of Aflac for the cancer policy. — Mike Ferrar -Ferrari Concrete Structures
Thank you to Paul Hanna for his plumbing expertise. — Dan Mowery -Rader Awning

◆ Upcoming EAGA Events:

Fishing/Camping Event - data noted on the preceding page.

Golf Event June 6th at Sierra del Rio Golf Club in Elephant Butte. 10am shotgun start. Bus service included for those that do not want to drive. \$60/guest, \$20/member & \$100 hole sponsorships. We will have sign up sheets available at breakfast, the first Tuesday in April.

Summer Bash scheduled for June 11th More info to follow.

Badge Board Greeters

Mar 24th Frank McCallister - Color New Mexico
Mar 31st Phil Houser - Document Solutions
Apr 7th Jon George - Southwest Myotherapy
Apr 14th Phillip Menicucci - Paramount Custom Cabinets
Apr 21st Garrett Hennessy - TLC Plumbing
Apr 28th Chuck Mitchell - Ethridge Tire
May 5th
May 12th

Upcoming Speakers

Mar 24th Adam Halpern - Dental Cooperative
Mar 31st Katherine Foster - UNMH Community Relations
Apr 7th Phil Kenny - Trucks Unique
Apr 14th Scott Lardner - Rocky Mountain Stone
Apr 21st Don Clark - ABQ1
Apr 28th UNM School of Engineering
May 5th Jim Asperger - Crest Mechanical
May 12th Tom Payne - Yearout Mechanical
May 19th Michael Edwards - New York Life
May 26th Memorial Day Holiday Week - No Meeting

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