

# EAGA Business Builder

Volume 11

Issue 14

eaganm.com

March 24, 2015

## Today's speaker was Adam Halpern - Dental Cooperative



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♦ Adam was born in Colorado, but since he moved to Angle Fire at a very young age, we can consider him to be a true New Mexican. Living in Angle Fire year-'round; \$250 per year gets the family unlimited skiing and unlimited golfing; what a life that must have been. Hard to see why one would leave that. But there were other adventures to be had. Adam went to New Mexico State University where he received a BS Degree in Athletic Training. Then on to Stanford University where he was a Graduate Assistant in Athletic Training, where he worked with various athletic teams from football to soccer to water polo and gymnastics. From there Adam continued his education at San Jose State University where he received a MA, Human Performance Degree, with emphasis on Athletic Training and Adapted Physical Activity. Mr. Halpern has used his education and skill to assist as an athletic trainer for National Championship Final Four teams and for the US Men's Olympic Ski Team. In 2007, Adam open the Southwest Sports Institute in Albuquerque. The idea was to provide an Olympic style training facility for the every-day user. The experience and effort evolved into a position as Managing Partner of the Athletic Training Institute with the goal of developing professional relationships with athletic institutions in order to provide training services and proper medical supervision. Adam's association with the Kinesio Taping Association provided him with more great opportunities to work with, and for, major athletic associations. He was at the London Olympics, a US Open or two, and US Track & Field events. It sounds like Adam has had many great associations and great experiences at a pretty high level in the athletic world. Achieving that status is obviously not an accident. It comes from hard work, earned knowledge and a very fine reputation. Adam has now moved to another aspect of the health industry. He is the New Mexico Area Director for the Dental Cooperative. The Cooperative's goal is to protect and promote independent dentistry; and to bring awareness, to businesses and individuals throughout New Mexico, of the premium-free dental benefit program as an alternative to traditional dental insurance. Dentists in independent practice are decreasing as the PPO and Corporate practitioners increase. The Dental Cooperative seeks to assist the independent dentists by providing them the ability to group together and achieve more and better capabilities than they can obtain individually. Group purchasing power; sharing acquisition of new patients; negotiations of fee schedules; creating various alternatives to compete against the dental corporations. Individuals could benefit from the cooperative's activities as well. Their Dental Benefits Program provides individuals with a no-premium plan; dental fees average 20% discount from standard fees. There are now 82 dentists included in the New Mexico Cooperative and the number is increasing. There are many aspects to the cooperative and Adam is the person that can explain everything. If you want to investigate options for yourself and/or your employees; if you want to get your dentist involved in the program; or if you just have questions about the program and how it works; give Adam a call. 575-224-6722 He is quite interested in helping. Heck, Adam may even be able to tap into his prior associations and get you an autographed picture of US Olympic medalist Bode Miller.

- ♦ April 21st will be 'Prospective Member Day'. Please invite a prospective member to breakfast that day. We are interested in adding quality companies and representatives to our organization, so if you know of a company that fits the qualifications, please bring their representative to breakfast on April 21st, It will be a great opportunity to introduce them to EAGA. Please let Mario know that you are bringing a guest. We want to be properly prepared with seating and food.
- ♦ If you are interested in hosting an EAGA Open House at your place of business, please contact Mario or President Klint. We are always interested in learning more about your business, and past open house events have proven to be a very educational experience for the attendees; and a beneficial exposure for the host.

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Contact information for Executive Director: Mario Hernandez

Phone: 505-239-0259

email: [hernmar129@yahoo.com](mailto:hernmar129@yahoo.com)

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

**EAGA CAMPING AND FISHING  
ON THE SAN JUAN APRIL 24<sup>th</sup> - 26<sup>th</sup>**



**FISH  
WITH  
THE  
BIG  
BOYS !**

**HAVE A REALLY  
GREAT TIME !**



### Business Leads:

None noted today

### Reciprocity:

None written down today

◆ We have a great set of EAGA Spring and Summer Events coming up:

April 24th through 26th. Fishing/Camping on the San Juan. What a great way to spend a weekend. Sign up sheets will be available at our Tuesday breakfasts. Information and directions then, as well.

June 6th. Saturday Golf Outing at Sierra del Rio Golf Club in Elephant Butte. 10am shotgun start. Bus service is included for those that do not want to drive. Costs are \$60/guest, \$20/member & \$100 hole sponsorships. Sign up sheets will be available at breakfast starting in April.

Summer Bash is scheduled for Saturday, July 11th. Shaping up to be another great event. More information will be provided in the upcoming weeks.

◆ There are a couple of open slots for Badge Board Greeters. It's a pretty easy job. All you have to do is show up a little early, make your business cards available, and shake the hand of 70 of the most influential men in Albuquerque. Contact Mario or Klint to get one of the slot.

### Badge Board Greeters

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 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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