

EAGA Business Builder

Volume 11

Issue 22

eaganm.com

May 19, 2015

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



Mr. Michael C. Edwards, CLU LUTCF received a BS degree from the University of Albuquerque in 1976. He didn't mention it, but Mr. Edwards actually graduated Cum Laude, with double majors of English and Physical Education. In his previous life, Mike also participated in an Army adventure, as well as a teaching and coaching gig in El Paso. Mike moved back to Albuquerque for good about 30 years ago, and not sure of his next career, decided to use the services of a head hunter for searching out options. Mike said that he would consider most any profession, with the exception of the insurance industry. The apparently deaf head hunter promptly set up a meeting for Mike with a Prudential agent that was looking to fill an insurance position. Mike kept the appointment and was actually so impressed by the agent that he took the job; and he hasn't looked back. Mr. Edwards may not be looking back, but he is definitely looking forward, and encouraging everyone else to do so as well. Mike notes that we are all getting older each day, and we will continue to get older for a lot longer period of time than did members of previous generations. Living longer means that we should form a good plan of how to provide for our well being while progressing through old age. The planning should definitely include a long term care component. Mike's information indicates that 720 out of 1200 (that's 6 of 10) people will need some form of long term care. Only 19% of those people will go to a nursing home, while 72% will use in-home care. Long term care insurance could serve as a financial buffer to minimize the drain on savings and investments when paying for needed care. The earlier in your life that you start planning, the better. Procrastination is not your friend. About 40% of folks currently receiving this type of care are under the age of 65. The idea of long term care insurance is only about 30 years old, so many members of the aging generation have not properly investigated it, let alone purchased it. Mike emphasizes that all his current, and future, clients should become informed of the available options, benefits and requirements of long term care insurance. Take Mike's advice - If you have not already made a plan for your financial future --- get busy. Mike is certainly available to help you design the various components of a plan that will fit your specific situation; including, of course, the very important long term care component. FYI: The designations after Mike's name above refer to his impressive credentials. CLU—Chartered Life Underwriter (one of the oldest and most respected credentials in financial services); LUTCF—Life Underwriter Training Council Fellow. Mike's office phone is 505-880-2091. Give him a call to discuss some long term care insurance before you get much farther down that old age road.

- ◆ Welcome to our newest member — Rion Marcus. Representing New Mexico Chiropractic Center, PC.
- ◆ We all wish Joe Kirkpatrick a speedy recovery after his recent surgery.
- ◆ **NO MEETING ON MAY 26th. HAVE A SAFE AND ENJOYABLE MEMORIAL DAY.**
- ◆ First announcement of a prospective new member:
 - Ortega's Appliance Service
 - Category: Appliance Service
 - Representative: Manuel Ortega, President

If you have an objection to this company becoming a member, or if you have any information that you feel should be considered in the application review process, please contact Jack Zipper - Committee Chairman, as soon as possible.
- ◆ Elections for 3 new Board of Director members will be held during our meeting on June 16th.

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

Business Leads:

Squeezed Juice Bar is opening at 1751 Rio Rancho Blvd, Rio Rancho.

New Mexico Orthopedics is opening at 2101 Unser Blvd, Rio Rancho.

Motion Industries is moving from 3208 Vasser NE to 3321 Mathew Ave NE.

House of Soccer is open at 9311 Coors NW

- Lionel Specter - Zeon Signs

Cheesecake Factory will construct an out-building at Coronado Center.

- Dan Mowery - Rader Awning

Rader Awning is looking for a receptionist. Duties will include taking appointments and managing Accounts Payable and Accounts Receivable using Quick Books. If you know of a qualified candidate, please contact Dan Mowery 505-480-8526

Reciprocity:

Thank you to Mike Deveraux - Document Imaging of the Southwest for website and marketing plan setup.
Thank you to Karl Kirsch - O'Malley Glass for setting up a new website.

- Don Clark - ABQ1

Thank you to Jon George - Southwest Myotherapy for the lead.

- Frank McAllister - Color New Mexico

- ♦ EAGA Golf Tournament-June 6th at Sierra del Rio Golf Club in Elephant Butte. 10am shotgun start. If you are riding the bus, please be at Maloy Mobile Storage well before the 6:30AM scheduled departure time.
- ♦ Summer Bash - July 11th at Pat and Mary Beth Maloy's home. Signup sheets will be available beginning June 2nd. More details, directions etc. at our upcoming breakfast meetings.
- ♦ TJ Maloy will be selling tickets for our 2015 Shotgun Raffle. Details at Tuesday's breakfast.
- ♦ Open House Event at Builders Source will be after breakfast on Tuesday, June 23rd. Directions and other information will be provided at our upcoming meetings.

Badge Board Greeters

May 26th	Memorial Day Holiday Week - NO MEETING
June 2nd	Michael Edwards - New York Life
June 9th	Jim Asperger - Crest Mechanical
June 16th	Timmy Simms - Territorial Scaffolding
June 23rd	Rion Marcus - New Mexico Chiropractic Center
June 30th	
July 7th	No Meeting—4th of July Holiday

Upcoming Speakers

May 26th	Memorial Day Holiday Week - NO MEETING
June 2nd	Dr. Fred Snoy - Urology Group of New Mexico
June 9th	The Honorable Greg Hull, Mayor of Rio Rancho
June 16th	Steven Douglas - Demand Printing Solutions
June 23rd	Ken Easley - Empire Builders
June 30th	Gary Beck - Concentra Medical Centers
July 7th	No Meeting—4th of July Holiday
July 14th	Patrick Garr - Expense Reductions Analysts
July 21st	Rion Marcus - New Mexico Chiropractic Center