

EAGA Business Builder

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Today's speaker was Gary Beck - Concentra Medical Centers



Gary has been married to the same wonderful lady for 22 years, and the more you get to know Gary, the more you realize that it must have been a long 22 years for Cheryl. Their daughter is 18 years old and is obviously a smart young lady since she will be attending NMSU in the fall. Gary is actually a pretty good guy and has made a substantial commitment to the youth of our area; particularly as a past girls' basketball coach, and now as boys' football coach at Hope High School. Pretty sure that Gary will not just teach football techniques, but he will take every opportunity to advise the young men on life in general, and if they will listen to the lines, as well as between the lines, they have an opportunity to learn more than a few good things from Coach Beck. Gary has a paying job, too. His position at Concentra Medical Centers has provided an opportunity for

experiencing some of life's more unique things - whether he liked it or not. Concentra specializes in occupational rehabilitation. For a period of time, while under previous ownership, the company tried expanding their work to also include general urgent care treatment. The increase in patient wait times from 2 hours to 4 hours; the average 'case duration' time increase from 19 days to 31 days; and the general decreased rating of patient satisfaction, all indicate that the foray away from their niche service was not as successful as planned. Concentra's new ownership (actually their previous to previous owner) is moving back toward a concentration in their specialty work. They expect to quickly re-acquire the positive, consumer confidence ratings as the overall services improve. Regulations concerning treatment for work related injuries allow the employer to choose the first 60 days of treatment, or the treatment from day 61 until conclusion. Most company attorneys advise controlling the latter, because of the potential for long term cost. Gary recommends choosing to direct the first care and make sure the employee is directed to a good injury care facility - how about Concentra, duh! Their expectation of having the employee return to work within 19 days, will accomplish the employer's goal of having a healthy employee, but it also eliminates concern for that long-term cost. Concentra's 'niche services' include drug testing. They can do the 5 panel test; the 9 panel test or the 10 panel test, depending on what substances are to be included. 5 panel for the historically tested substances: marijuana, cocaine etc; and the 9 or 10 panel tests that add the current 'party drugs' and ecstasy. Gary has reluctantly been involved in that testing process as well, through the observance of candidates giving samples. If you want, he can provide details of the humorous excuses or procedures of folks trying to fool a drug test. The experience has left Gary with some 'habits' though. Don't take it personally if he is doesn't look you in the eye should you find yourself face to face with Gary during a casual encounter in the men's restroom. If you have an employee who is injured on the job; if you need a substance test for someone; or if you would just like to discuss Concentra's services and experience now, before you need them, give Gary a call 505-345-9599.

♦ **NOTE: - NO MEETING JULY 7th - 4th of July Holiday continues.**

- ♦ Thank you !! To now Past-President Klint Hall as he moves back into an audience seat after completing a very successful 6 month term. Mr. President, your energy, attitude and work are greatly appreciated. EAGA has always been a fine organization, but now it is even better than it was 6 months ago. Pat Maloy will be our president for the next 6 months. Congratulations, Pat!
- ♦ Also a great Thank You ! to three departing board members: Dale Armstrong, Phil Kenny and Kevin Lorenzen have just ended their terms. While directors, they each made a substantial contribution to governing our organization in a very professional manner while guiding our path to the successful group that we are. Thank you gentlemen for getting involved; and for being a positive influence on us all.
- ♦ The bar continues to be high, but we are confident that Jerry Becker, Kyle Tidmore and Robert Biernacki will also be positive contributors to EAGA's path forward. These three gentlemen join our other Board members: Klint Hall, TJ Maloy, Pat Maloy, Nick Minetos; Mark Tobiasen and Executive Director, Mario Hernandez as the formal governing sector of Executive Association of Greater Albuquerque. We have a great future coming!!

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Business Leads:

None noted today

- ◆ Summer Bash is July 11th at the home of Pat and Mary Beth Maloy. 10801 Elena NE. Go north as far as you can on Eubank, then turn right. Party will be on the left. Look for the EAGA sign. Parking available on property, so no need to park on the street unless you just want to. Cocktails at 5:00PM; Dinner around 6:30 or 7:00PM; Food is all set; drinks will be available; games and entertainment are all ready to go. We look forward to seeing you there. Pat and Dan will take last minute reservations through Thursday if you haven't signed up, but find that you can now make the event.
- ◆ **Additional Bash request:** If you have registered a guest for the Bash, please get the guest's name to Rick Reese (phone 505-249-5709 or email: blueristra@yahoo.com) as soon as you can, so that there will be appropriate name tags and greetings for the event.
- ◆ TJ still has a few tickets left for the Shotgun-Raffle. Cost is \$25 each or 5 for \$100. Contact TJ right away [505-250-2382] if you want one of the tickets before they are all gone. The winner will become the owner of a very fine Ruger firearm; with plenty of time to practice before the Jim Fanning Memorial Trap Shoot event in September.
- ◆ **Second announcement of prospective new members:**
 - Bernitski Vision
Category: Vision Correction Surgery
Representative: David Bernitski, Owner
Sponsor: Mark Tobiassen
 - Suits Unlimited
Category: Menswear - Retail
Representative: Steven Garcia, President
Sponsor: Michael Dennis / Kevin Lorenzen

If you have an objection to either of these companies becoming a member, or if you have any information that you feel should be considered during the application review process, please contact Jack Zipper, Committee Chairman, as soon as possible

Badge Board Greeters

July 7th	Forth of July Holiday Week - NO MEETING
July 14th	Klint Hall—Lobo Wealth Strategies
July 21st	Michael Dennis - HUB Insurance
July 28th	Manuel Ortega - Ortega's Appliance Service
Aug 4th	Michael Edwards - New York Life
Aug 11th	
Aug 18th	

Upcoming Speakers

July 7th	Forth of July Holiday Week - NO MEETING
July 14th	Patrick Garr - Expense Reductions Analysts
July 21st	Rion Marcus - New Mexico Chiropractic Center
July 28th	Round table discussion
Aug 4th	Michael Dennis - HUB Insurance
Aug 11th	
Aug 18th	Dave Giddens - Law Office of George "Dave" Giddens