

# EAGA Business Builder

EAGA

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*Today's speaker was Patrick Garr w/ Expense Reduction Analyst*

Patrick grew up in a small town in Virginia and graduated from Virginia Polytechnic Institute and State University. Patrick and his wife Michelle have a young daughter and son. Mr. Garr graduated from the aforementioned VT with an Industrial Engineering degree. Many college graduates find themselves migrating away from their formal degree field as they move through life. Patrick has stayed true to the degree. He worked at Intel for a bit, then 6 years ago, took on his current career. Industrial Engineering is defined as the "Application of engineering principles and techniques of scientific management to the maintenance of high levels of productivity at optimum cost in industrial enterprises." That sounds like what Patrick does every day as an Expense Reduction Analyst. Patrick, his partner Travis and their many national associates will review a business' operating costs; analyze where and how the money is being spent; determine all available options; then offer valuable suggestions for reducing those costs wherever prudent. All while retaining or even improving the benefits received from the expenditures. Expense Reduction Analysts has the knowledge and expertise to determine what you should be paying for goods and services in your operating area. They can negotiate supplier arrangements for you, or provide you with the tools and information for you to do it yourself. If you find that you don't have the staff or don't have the time to make a detailed analysis of your expenditures; or if, like a lot of us, you just don't know what is a fair price for the things you buy most...give Patrick a call. He knows a lot; has associates that know a lot; and has easy access to other knowledgeable people that offer a wide range of expertise. His people will find out whether or not you are spending most efficiently, and if not they will provide you with ways to correct the situation. Patrick does also want to provide EAGA members with a value add of his services and would like to partner where it makes sense. The company practices a model of "No risk engagement, no results, no fee." Outside of work his passion is to spend time with family, faith and mountain biking. When he is not off mountain biking, you can reach Patrick at 505-710-9499.

- The Summer Bash was a huge success. Thank you all for attending and contributing to making the event a success. Thank you Pat & Mary Beth Maloy for hosting the party.
- Shotgun raffle tickets still available for \$25/ticket or \$100/ 5 tickets. See TJ Maloy for details.
- Access to EAGA website. Address: EAGANM.com. User name is the first letter of your first name and your entire last name. Example: Mario Hernandez, user name is: mherandez To get your password, hit the link below the password box marked "Forgot Password". Your password will then be emailed to you.

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 Ste M4 #345, Albuquerque, NM 87113

**Business Leads:**

Patrick Garr would like to thank Chez Steele for a business lead

Patrick Garr would like to thank Adam Halpern for business lead.

**New Member Announcements:**

1<sup>st</sup> Announcement

Company: Heritage Hotels  
Prospective Member: Jeff Sakamoto  
Category: Hospitality  
Sponsor: Patrick Garr

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 Attendant Schedule**

July 21<sup>st</sup> Michael Dennis - HUB Insurance  
July 28<sup>th</sup> Manuel Ortega - Ortega's Appliance Service  
Aug 4<sup>th</sup> Michael Edwards - New York Life  
Aug 11<sup>th</sup> OPEN  
Aug 18<sup>th</sup> Open  
Aug 25<sup>th</sup> OPEN

**Speaker Schedule:**

July 21<sup>st</sup> Rion Marcus - New Mexico Chiropractic Center  
July 28<sup>th</sup> Round table discussion  
Aug 4<sup>th</sup> Michael Dennis - HUB Insurance  
Aug 11<sup>th</sup>  
Aug 18<sup>th</sup> Dave Giddens - Law Office of George "Dave" Giddens  
Aug 25<sup>th</sup> Open