

EAGA Business Builder

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Today's speaker was Michael Dennis - HUB International



Michael was born in 1980 in Mission Vallejo, California. It appears that, by the age of two, he had learned to talk and to properly pronounce Albuquerque, so he convinced his parents to move here. Michael grew up in the northeast heights, attending Dennis Chavez elementary, then Hubert Humphrey and Eisenhower middle schools. By the time high school years came around, St. Pius had moved to a location on the west mesa, so Michael had to venture out of the neighborhood and go to the far side. He apparently survived the high school days and took only four more years to earn a BA Degree in Accounting from UNM's Anderson School of Business. In the something less than 20 years since then, Michael, and the Dennis family, have progressed through many varied, often wonderful - sometimes terrifying, experiences. Michael married Misty at a beautiful venue near Lake Como in Italy (one of the wonderful experiences). They have a great son, Braxton, who was born 9 weeks premature; required a surgery to reposition a lung; and spent his first 45 days of life in the hospital (one of the terrifying experiences). Braxton, now 3 years old, is doing well and is hopefully heading on toward the 'normal' life of a youngster growing up in the 21st century. Michael continues with his own adventures. He is now a multi-unit restaurant operator; Senior Vice President for a huge insurance company; and a Tesla Model S P85D owner. Plenty of opportunity for continuing the fluctuating wonderful / terrifying scenarios. With Free Market Insurance Agency, Michael, and his small staff, provided a wide range of policies to cover most commercial business activities, for a variety of good sized clients. Then he sold that agency to HUB International - The smaller Free Market fish worried about surviving in the large HUB international pond. After all...HUB has 27 presidents; 10,000+ employees and extremely large range of clients. Being soooo much larger, they must have everything operating in a smooth and efficient manner. Come to find out, the bigger entities often don't do things better than the smaller companies; they just do it more often, or behind more layers, so the weaknesses are not as obvious. Michael says that the various levels of stress, anxiety, fear and success that he has survived over the past few months have given him a better perspective on things, and he is now more willing to put some of it in the hands of the Higher Being. He has more confidence, more understanding and more happiness. That philosophy seems to be a good plan when concluding that you really do have the knowledge, experience and ability to land the huge insurance client. It is not a certainty that the same philosophy should be used when deciding just when and where and how to operate that Model S P85D beast. It is an impressive vehicle though. Not one, but two motors; Zero to stinking fast is 3 seconds; and no cost for gasoline. A Model S owner does have a couple of different considerations when planning a long range trip: Route and schedule are determined by where the charging stations are as well as whether or not the last 30 miles of a 275 mile trip segment are downhill. Michael also used the phrase of "miles per hour in a couple of different ways. The first we all understand—"How fast can that car go? 125 miles per hour". The second is distance that can be traveled on unit of battery charging time. "The super stations produce 65 miles per hour". Not enough space to properly discuss Michael's other topics: 1) the technological divide between employee levels (baby boomers; Gen X; Gen Y; Millennials; old farts), and 2) advanced research and analysis techniques regarding employee injury treatment. <http://emergedx.com/technology> for more about that. If you would like to have a good, knowledgeable, dedicated insurance exec provide you with policy options for your business, give Michael Dennis, Senior Vice President-HUB International, a call at 505-828-4000. If you want to feel the exhilaration of quietly flying at 120mph along the surface of some abandoned air-strip, give Michael Dennis, Tesla owner extraordinaire, a call. Same phone number...higher anxiety result.

- ◆ Second announcement of prospective a new member:
 Standard Automatic Fire Enterprises
 Category: Contractor Fire Sprinklers
 Representative: Jeff Crouch
 Sponsor: Jack Zipper

If you have an objection to this company 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

- ◆ There will not be a meeting on September 8th so that we can celebrate the Labor Day Holiday.

Business Leads:

None written down today

Reciprocity:

Thank you to Dale Armstrong & Garrett Hennessy - TLC Plumbing for fixing a pipe in my front yard.

- Nick Minetos

- ◆ Board Members please note that there will be a meeting immediately after breakfast this coming Tuesday, August 11th. Please be there and ready to go as soon as possible after the regular meeting has been adjourned so that the Board work can be sufficiently completed in a timely manner.
- ◆ The Fair Work Week Act, introduced by City Councilors Pena and Benton, was to be another topic of discussion here, but on Thursday, the bill was withdrawn by its sponsors. Although there has been a lot of public opposition to the bill, (including Troy, Ken and others voicing their negative opinion of it personally to the City Council members), lets not sit back and think that it is over and all is well. Some of us suspect that either the bill will be rewritten and re-introduced in the near future, or that there will be an attempt to put the matter to a public vote at the next election. No matter what form presented, if this type of legislation is allowed to become law (or regulation) there would be a very negative impact on the city's businesses, and many of its employees. Remain aware, and please let us all know if you hear of this issue surfacing again.
- ◆ The Jim Fanning Memorial Trap Shoot will be September 25th at the Albuquerque Trap Club. More details will be provided in the next couple of weeks.
- ◆ TJ Maloy still has a few tickets left for the Shotgun-Raffle. The cost is \$25 each or 5 for \$100. Contact TJ [505-250-2382], or bring your cash to the meeting on Tuesday if you want one of the tickets before they are all gone.
- ◆ We can still use a couple of greeters in August; and speakers and greeters for all of September's meetings. Please contact Mario (information conveniently displayed below) or President Pat Maloy if you can take one of the open slots.

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

Badge Board Greeters

Aug 11th Jim Asperger - Crest Mechanical

Aug 18th David Bernitsky—Bernitsky Vision & Mark Tobiassen - Action Coach Business Coaching

Aug 25th

Sept 1st

Sept 8th No Meeting - Labor Day Holiday

Upcoming Speakers

Aug 11th Larry Kennedy - Walla Engineering

Aug 18th Dave Giddens - Law Office of George "Dave" Giddens

Aug 25th Troy Otero - Groundhog Excavating

Sept 1st

Sept 8th No Meeting - Labor Day Holiday