

EAGA Business Builder

Volume 11

Issue 42

eaganm.com

September 29, 2015

Today's presentation was by Kevin Lorenzen - Aflac



Kevin, the husband/father, is very proud of his family. Wife, Arlene, has a job that is even more challenging than taking care of Kevin. She works in the nuclear stockpile program at Sandia National Lab. Those folks have the task of making sure that our nation's nuclear weapons are always set to work when commanded and authorized by the president of the United States, but never detonate otherwise. That's important work. Kevin and Arlene have four children. Actually they are young adults now. Daughter Seneca had some rough times in her early childhood. When 6 years old, she was diagnosed with a form of bone cancer in her leg. After many medical treatments, a couple of bone replacements, and a whole lot of tense times, Seneca has successfully recovered and is now a student

at UNM, where she is involved in the University Senate while working through her pre-med studies. Eldest son, Eric, is also a university student, but he chose the great climate and scenery, both on and off campus, of San Diego State. His degree plan says Finance, but his personal plan says Entrepreneur. He has already designed sunglasses that only cost \$20 a pair, and will float if lost in the water. Second son, Hunter, is a high school senior; a guitar aficionado; and is making plans for pre-med education of his own - at Colorado Christian University. And the baby of the Lorenzen family, Garrett, is a 6'4" volleyball player. He plans on becoming a Marine Biologist. Great future ahead for the Lorenzens, with Arlene helping to keep us safe; the youngsters pursuing their entrepreneurial and humanitarian careers; and Kevin figuring out how to pay for the tuition. Kevin worked at Intel for 15 years before becoming "that guy that works with a duck". When Seneca became ill, Kevin began researching options for medical bill coverage. His investigations resulted in not only options for he and his family, but what he discovered, so convinced him of the program's benefit, he went to work for them. Aflac is not a health insurance company. It is a voluntary benefits company, offering a wide variety of policies, that cover a wide variety of incidents, illnesses and events. When a covered claim occurs, Aflac directly pays the policy holder - usually within a day after the claim is submitted. Aflac has plans that cover Critical Illness; Major Medical; Hospital stays; Accidents; and many other defined incidents. Kevin's presentation included slides noting some of the more common Aflac plans. Observing the various items listed, an EAGA member at our table noted "Look at that. They even have an STD plan". It was true, the STD coverage was one of the more commonly selected plans, but the fine print indicated it was for Short-Term Disability - what else? Sometimes companies will purchase a certain plan for their employees, but more often, just making the options available, through the company's cafeteria plan, for employees to purchase on their own, will result in opportunities quite desirable to the employee, and also financially beneficial to the employer. If you would like to discuss Aflac's available coverage options; the potential business tax savings; employee relations benefits; and general peace of mind benefits, check with Kevin 505-604-4216. He can provide real life examples of Aflac's benefits, including his own personal experiences. And he is much better suited at explaining options, plans and benefits. Kevin would also appreciate for you purchase Aflac plans that result in non-Aflac tuition benefits he could use for his family.

◆ **Announcement of prospective new members:**

Double D Consulting dba State Farm Insurance

Category: Personal Insurance Services

Representative: Dave Daniels

Sponsor: Ken Easley

Kent Cravens Consulting, LLC

Category: Business Brokers

Representative: Kent Cravens

Sponsors: Dan Mowery and Mark Tobiassen

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 (jdzipper@comcast.net - 505-259-5959), as soon as possible.

Business Leads:

Cheese Cake Factory on south side of Coronado Mall to open November 2015.
Sunset Memorial on Menaul to build a new presentation area - next to Menaul.
Dan Mowery - Rader Awning

Reciprocity:

Join Randy and his crew for the Rio Bravo Brewing Company Oktoberfest celebration, 1912 Second St NW, Thursday (October 1st) through Sunday (October 4th)

- ◆ Congratulations to the Trap Shoot committee for pulling off another successful event. Great participation and it appears that a good time was had by all. Awards presented: Top EAGA Member Shooter - Timmy Simms; Top Lower Bracket Shooter - Rick Reese; Winning Team members: Pat Maloy, Aaron Rodgers, James Jaramillo, Ray Beloit, Greg Feltz. A very big thank you to event sponsors: Rich Ford; O'Malley Glass; Waterjet Cutting; AAA Roofing; Albuquerque Trap Club.
- ◆ Breakfast on October 6th will include chicken fried steaks and gravy. Get there early so you can have time to enjoy yours before the bell clangs.
- ◆ Board of Directors meeting will be right after breakfast on October 13th.
- ◆ Holiday Party has been set for December 5th at the Downtown Hyatt. More information in the next weeks.
- ◆ Next scheduled EAGA cruise has been scheduled for May 20th through May 27th, 2016 aboard the cruise ship *Celebrity Solstice*. The cruise line is currently offering a sale for this trip, including \$300 onboard credits and a free beverage package. In addition, if you book through travel agent, Richard Walke, MCC, he will pay the gratuities. Balcony cabin for two, including taxes, would cost about \$3,050. The sale ends October 18th, so if you are interested, it is best to not dally. If you would like more information, it would be best to communicate directly with Richard. His contact information: 877-804-5647 or 678-354-9270 ; email-Richard@bylandorbyseavations.com.
- ◆ Balloon Fiesta from October 3rd through 11th. More information at <http://www.balloonfiesta.com>, or just look up any morning of the week, weather permitting - but not while you are driving, please.

Badge Board Greeters

Oct 6th Raul Rodriguez - Kings of Wrap
Oct 13th Michael Dennis - HUB International
Oct 20th Michael Berezniak - Albuquerque Pipe & Pump Supply
Oct 27th
Nov 3rd

Upcoming Speakers

Oct 6th Mike Skolnick - Excalibur Realty
Oct 13th Robert Biernacki - WaterQuest Landscaping
Oct 20th Mark Tobiassen - Action Coach Business Coaching
Oct 27th Angelo Gonzales - Mission Graduate
Nov 3rd

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