

EAGA Business Builder

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Today's presentation was by Michael Dennis and Kit Turpen - HUB International



There have been educational, entertaining, strange and dynamic duos before. Siskel & Ebert; Simon and Garfunkel; Cheech & Chong; Starsky & Hutch (Kit, please explain to Michael who those folks are) ,and at our meeting today.....the team of Dennis & Turpen. Michael Dennis is the owner of a couple of Wecks restaurants and also Free Market Insurance Agency, which became a part of HUB International about 14 months ago. Kit Turpen has been an insurance guy for a long time and a great partner to Michael for the last few years. Kit was born, and grew up, in Albuquerque before the family moved to Durango in the early 70s. He attended high school in Durango and continued on to earn a BA Degree in Political Science from Fort

Lewis College. Along the way, Mr. Turpen had some first hand experience with foreign hospitality. While a traveling member of the "Up With People" group, he stayed with various families in 7 countries throughout North, Central and South America. The adventure was enlightening in many ways, and he definitely appreciates the US hospitality a little more now. Kit married a young lady that he met while they were both in Oklahoma (that is the musical, not the state). He and Toni have now been married for 32 years; have raised 3 great children; and probably still sing and dance a bit. In addition to the entertainment genes, Kit's also acquired an extensive knowledge of the insurance world from his father. The younger Mr. Turpen, and Toni, moved back to Albuquerque in 1983 where he opened the appropriately named Turpen Insurance Agency. After only 27 years, he decided to sell that company and sort of retire for a bit. He occupied the days by working extensively with the Rotary Club, including a stint as Governor, Rotary District 5520. The insurance voices that accumulated in Kit's head for so many years finally talked him into jumping back in. He became Director of Sales at Free Market Insurance, and continues on with the HUB organization. HUB International is a pretty large company. It receives about \$11 billion in annual premiums and provides global insurance services at 130 locations, with over 8,000 employees. Kit and Michael spend most of their insurance time with the HUB New Mexico branch. It has over 185 New Mexico based employees and uses its 6 locations to serve all the citizens and businesses of the state. In addition to their insurance products, HUB also provides risk management services that include such things as pre-hire screening; insurance gap analysis; claims audit and data analysis; experience modifier forecasting; and the ever ominous duo of Cyber Risk Management and Employment Practices Liability. Statistics indicate that in today's world, it is quite likely that your company will experience a cyber attack of some degree (either external or from within), or an employment discrimination suit. Insurance for those situations are quite different than those for fire or other property damages. Make sure that you and your business are properly covered. If you want some expert assistance with that, give Sr Vice President Michael Dennis or Vice President Kit Turpen a call 505-828-4000. Certainly there is no need to mention that you don't want to have your business wecked when you could have good coverage for a song and a dance...I thought not.

♦ Second announcement of prospective new member:

Shockwave Defense

Category: Self-Defense Training

Representative: Michael Johnson

Sponsor: Jack Zipper

♦ First announcement of prospective new member:

Fast Signs On the 2

Category: Sign Company

Representative: James Martinez

Sponsor: Randy Baker

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 Committee Chairman, Jack Zipper, (jzipper@comcast.net - 505-259-5959), as soon as possible.

Business Leads:

STARBUCKS is opening at 951 Highway 528 in Rio Rancho.

CRACKIN' CRAB restaurant is going in at 10660 Unser NW.

ROUTE 66 VETERINARY is opening at 136 Washington SE.

FLAMEZ restaurant, 9821 Montgomery NE, is expanding into the adjacent space that Starbucks vacated.

GATHERINGS, 9821 Montgomery NE, is closing its doors.

- Lionel Specter - Zeon Signs

Reciprocity:

None noted today.

- ◆ Our Board has hired Mark Tobiassen - Action Coach Business Coaching to provide a Growth Club Style training session for EAGA Members. It will be on February 19th from 8:00AM to 2:00PM at a location still to be determined. There will be no charge for members to attend the training.
- ◆ If you haven't visited our revised web site yet, you should do so soon. Eaganm.com On your first visit, you will have to reset your password. To do that: Choose 'Membership Login' in the top right of the website page; A red log-in box will appear. Just click the 'Lost your password?' phrase that is directly below the red box. Another box will appear where you will enter your user name (first initial of first name plus last name; no spaces) or you can enter your email address of record. Then click the 'Get New Password' box. You will be emailed a link that allows you to enter a personal password. Follow instructions received in the email. If you are having trouble, or have questions about the site, please let Mario know. His contact information is in listed at the bottom of this page.
- ◆ Printed version of our Membership Directory will be available within the next couple of weeks.
- ◆ Great list of speakers lined up for our meetings through February. We could still use some Badge Board Greeters though. The only requirements are to arrive early and to shake the hand of 60 or 70 of the best businessmen in our community. Contact Mario if you would like one of the available slots.

Badge Board Greeters

Jan 19th	Kevin Lorenzen
Jan 26th	Mike Edwards
Feb 2nd	
Feb 9th	
Feb 16th	
Feb 23rd	

Upcoming Speakers

Jan 19th	Patrick Garr - Expense Reduction Analysts
Jan 26th	Round Table Discussion
Feb 2nd	Manny Ortega - Ortega Appliance Service
Feb 9th	Michael Edwards - New York Life
Feb 16th	David Rodriguez - Computer Solutions Group
Feb 23rd	Gary Beck - Concentra

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