

EAGA Business Builder

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Today's presentation was by Patrick Garr - Expense Reduction Analysts



Patrick noted that Expense Reduction Analysts had saved their clients over \$2 million dollars last year. And that was about all discussed regarding the company. The remaining part of his presentation was a tag team discussion (second presentation by a duo this month) with Phil Oppedahl's grandson and Gary Oppedahl's son, Michael, of GiANT Worldwide. Their topic today centered around the philosophy, and the book, "Five Gears: How To Be Present and Productive When There Is Never Enough Time". The title is really a metaphor of the old 5 speed transmission. In this case, the five gears, or levels, are: Focus Mode; Task Mode; Social Mode; Connection Mode; Recharge Mode. Basically each a different state of mind. In Focus Mode, concentration is the name of the game. Energies all directed at properly accomplishing the desired task in an efficient manner. Task Mode is a To Do List. Multitasking a variety of items that are to be completed in the given time frame. Third gear is Social Mode. Interacting with folks in non-typical business environments. Golf course; dinner parties, etc. If you enjoy these types of interactions, then this mode may be your most comfortable. Though not conducted in a specifically business atmosphere, it is often the most productive for business development. Connection Mode is the bonding gear. Developing and deepening relationships with those important to us. It could be regarding business or friend interactions, but the primary goal of the philosophy is to assist with improving your most important relationships—those with family. This gear requires being mentally present in the moment. Often the most difficult mode, because it requires completely tuning out the business thoughts, and completely concentrating on the current interactions. Let family know that you care about what they are saying; their feelings are important; you are committed to making their world an enjoyable and productive place to be. Giving family that focused time will have a huge positive impact toward maintaining the relationship. The lowest gear in this metaphor is Recharge Mode. Sleeping is an important factor, as is general relaxing activities. Those obviously depend on the individual. Some folks like physical activities; some like passive activities...whatever puts you in the relaxing-recharging- state of mind. There are positive and negative versions of each of the five levels. The trick is to be aware of what gear your are in, and what gear you should be in, at that moment. Can't climb a hill in 5th gear and can't cover a lot of ground while in first gear. Particularly make certain that you arrange for the interactions and that you are in the proper mental state for a successful bit of travel in second gear. Our speakers both noted that explaining this philosophy to their family and business associates has expanded on the ability for refocusing as needed. A four finger high-sign to staff that might be spending too much time at the water cooler, gives them the subtle clue that they need to get back into Task Mode and become more productive. A family member displaying the two fingered 'peace sign' to Pat or Michael emphasizes that the guys are mentally straying from the intended family time and need to get back into Gear Two. I didn't know that the 5 gear philosophy, and the subtle signals were so popular, but now I realize it. When I am doing too much criticizing or complaining, the folks around me often encourage that I get back to the First Gear-Recharge Mode. I may have understood earlier if they had used the index finger instead. Thanks to Patrick and Michael for the insightful and beneficial presentation.

♦ Second 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 this company 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, (jdzipper@comcast.net - 505-259-5959), as soon as possible.

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

Business Leads:

None noted today, unless you count the item noted in Reciprocity below.

Reciprocity:

Could be a valuable lead or could be a reciprocity event:

Patrick Garr has a great piece of property for sale in Placitas, and he is offering a great deal. If any of you are interested, it's a lead; if know of anyone that may be interested, its reciprocity. For either situation, please give Patrick a call 505-710-9499

- ◆ Mark Tobiassen - Action Coach Business Coaching will provide a Growth Club Style training session, sponsored by EAGA, for EAGA Members. It will be on February 19th from 8:00AM to 2:00PM at a Action Coach offices. There will be no charge for members to attend the training.
- ◆ If you haven't recently visited our revised web site, Eaganm.com , you should do so. 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 have any trouble, or have questions about the site, please let Mario know. His contact information is in listed at the bottom of this page.
- ◆ A printed version of our Membership Directory will be available within the next couple of weeks.
- ◆ Have you ever wondered:
 - How important does a person have to be before they are considered to have been assassinated instead of murdered?
 - If Wile E. Coyote had enough money to buy all that ACME stuff, why didn't he just buy dinner?
 - Why do the Alphabet Song and Twinkle, Twinkle Little Star have the same tune?
 - Why did you just try to sing the those two songs?

Badge Board Greeters

Jan 26th	Mike Edwards
Feb 2nd	Phil Menicucci
Feb 9th	Raul Rodriguez
Feb 16th	Rick Reese
Feb 23rd	
Mar 1st	

Upcoming Speakers

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
Mar 1st	

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