

EAGA Business Builder

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Today's presentation was by Gary Beck - Concentra Medical Centers



Mr. Beck is a Texas native. At least that is what his residual accent and some unsealed records from Plain View High School indicate. But no matter... Gary has been a valuable resident of our state long enough for us to just consider him to be a New Mexican. Gary has been married to his wonderful wife, Cheryl, for 23 years. They have a daughter, who has just started on her own adventures, beginning with her about to be completed first year at New Mexico State University. Gary's contributions to the community include over 30 years of coaching youth sports. Softball, basketball, volleyball and football. The past two years as head Football Coach at Hope Christian High School. Gary seems to enjoy coaching, and would probably be doing it full time if he didn't already have a day job that actually pays wages. That professional job is with Concentra Medical Centers. Concentra is a national health care company with a main focus on occupational care. Gary has been with the company for 10 years and has seen some changes during that time. A few years ago, Concentra was sold to a bigger company that figured the best plan would be to expand their services to become full urgent care facilities. Apparently the plan was not completely thought out; or at least, was not successfully implemented, and the result was a dramatic decrease in the quality services provided. Wait times almost doubled - from 2 hours to 4 hours - case duration times increased as well; and overall patient satisfaction decreased substantially. Those were not the best of times. The company has now been re-acquired by Select Medical and things have been changing again, but definitely, for the better. Concentra is returning their main focus to occupational care - work related issues. They can offer early intervention; can determine the correct therapy that will be needed; and can provide quality treatment; all with the goal of having an effected employee safely returned to productive work as soon as possible. Concentra's wants to make the entire process easier for both the patients and the clients. With the change in program emphasis, the quality of service has been improved and the wait times have decreased substantially. Besides having staff available for treatment if work related illness and injuries occur, Concentra offers a wide range of drug testing services as well. Doesn't sound like there is a 'standard' drug test any more. There are 5 panel versions (test for the more common drugs like marijuana, cocaine, PCP, etc); there are 9 or 10 panel versions that test for all the 5 panel drugs, but also include results for the 'party drugs' and ecstasy. There are tests that can be done for pre-employment screening; tests for compliance with DOT regulatory guidelines; and tests to help insure general workplace safety. There was not any comment noted as to whether Concentra's decreased waiting times have had any adverse affect on their ability to quickly obtain the samples needed for the drug test. To an outsider that definitely does not have any knowledge of the process, it would seem that there would be an inverse relationship between the wait time and the speed in which the sample is provided. Long wait - sample available quickly... short wait - slow sample. It is easy to see though, that shorter wait times would more beneficial in all other instances. Every company should have an up-to-date policy regarding procedures for dealing with work related illness or injury. If your program needs revision or just a general review; or if you want to expand any of your preemptive action testing, have your compliance officer or legal council discuss options with Gary and the folks at Concentra Medical Centers 505-345-9599. They know a lot about the subject and they have facilities and staff to assist with any needed actions. You can also contact Mr. Beck if you would like any advice on coaching high school football or picking your high school fantasy league football team this year; or if you would just like some insight about his making the monumentally smart decision to allow his obviously intelligent daughter to attend New Mexico State University.

- ◆ Board Members—Please note that there will be a Directors meeting right after breakfast this coming Tuesday, March 8th.
- ◆ We have a couple of slots available for Badge Board Greeter and for Speakers around tax time . If you would like to sign up for one of them, please contact Mario or President Nick.

Contact information for Executive Director: Mario Hernandez

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Business Leads:

Lovato Eyewear is opening an office on San Antonio NE (about 1200).

Tsai's Chinese Bistro is opening at 2325 San Pedro NE.

Oldham's Gallery, 3301 Menaul NE, is closing.

—Lionel Specter - Zeon Signs

Reciprocity:

Thank you to Dr. Jason Ross for painless dentistry.

—Dr. Jack Zipper

Thank you to David Rodriguez for keeping our business going with his technical support.

—Steven Douglas - Demand Printing Solutions

Thank you to Chuck Mitchell for work done on my daughter's car.

Thank you to Garrett Hennessy for a recommendation.

—Mario Hernandez

Thank you to James Jaramillo for a real estate lead.

—Mark Tobiassen - Action Coach Business Coaching

- ♦ March is the birth month for Albert Einstein; Sam Houston; George Pullman (rail car builder); Alexander Graham Bell; Knute Rockne; Michelangelo; Stephen Hopkins (signer of Declaration of Independence); Lucy Hobbs (1st female dentist) Harold Wilson; Joseph Priestly; Yuri Gagarin; Amerigo Vespucci; Claire Boothe Luce Andrew Jackson; James Madison; Grover Cleveland; William Bradford; David Livingstone; Wyatt Earp; Williams Jennings Bryan; B,F, Skinner; Johann Sebastian Bach; Harry Houdini; John Tyler; Tennessee Williams; Vincent Van Gogh; Franz Haydn; Jack Johnson; and some very respectable EAGA members.

Badge Board Greeters

Mar 8th	Leon Marler - Marler Manor
Mar 15th	Dave Giddens - The Law Office of George "Dave" Giddens
Mar 22nd	Phil Houser - Document Solutions
Mar 29th	Manny Ortega - Ortega Appliance Service
Apr 5th	
Apr 12th	
Apr 19th	

Upcoming Speakers

Mar 8th	Mike Deveraux - Document Imaging of the Southwest
Mar 15th	Senator Mark Moores - Legislative Session Update
Mar 22nd	Dan Mowery - Rader Awning
Mar 29th	Soren Thomsen - TEMA Furniture
Apr 5th	
Apr 12th	
Apr 19th	New Member Recruitment Day

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