

EAGA Business Builder

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Today's presentation was by Klint Hall - Lobo Wealth Strategies



Jack Klint Hall is borderline New Mexican (he grew up near the Colorado/New Mexico border). He attended school in Aztec and says, with a sad sound in his voice, that the commute to and from school with his teacher parents didn't give him much of a chance to get into trouble. He was (and probably still is) a multi-talented athlete. In high school, Klint preferred basketball to other sports and was a McDonalds All-American nominee (has nothing to do with where to order hamburgers, or what kind of cheese should be on them—it has everything to do with the fact that he was a very good basketball player). He worked hard at improving his game and was making plans to earn his way through college as a player, but.....It appears as though, back then, the football gods were more influential (and more snotty) than the basketball gods, Klint blew-out a knee his senior year of high school, so his plans had to be revised, and he chose his second best option for a college scholarship - football. Klint attended the University of New Mexico, where he earned a BA Degree in Business Marketing, a Masters Degree in Sports Administration and a First Team All Western Athletic Conference Offensive Lineman award. After graduation, he took a look at a professional football career by accepting a free-agent deal with the Philadelphia Eagles. Luckily for us Bronco, Cowboy and Packer fans, Klint didn't continue on with the Eagles, but instead returned to be a businessman in our city. The big-guy has transitioned from the male laden football world, to his current world with a greater female influence. Kileen has been his wonderful wife for over 20 years, and they have two daughters and a granddaughter. EAGA was fortunate enough to acquire Mr. Hall as an insurance category member more than 10 years ago. Since then he's switched to the investments category with his company - Lobo Wealth Strategies. Klint and the Lobo Wealth Strategies staff focus on investments and financial planning for individuals or for business owners. Mr. Hall has spent a lot of time gathering data, tools and an in depth understanding of the many things related to investments and the acquisition of financial security. In his presentation today, Klint provided some of the more interesting and enlightening (or frightening) numbers and stats to be considered when planning for your financial future. Here is some of that information: The multifaceted US Income Tax Code specifies a tax rate that could be as high as 39.6% (and that does not include any State income tax); In addition, there could be add-ons for Alternative Minimum Tax; for a Net Investment Income Tax of 3.8% and an additional 0.9% Medicare Tax, if your AGI is above \$250,000; and a Capital Gains Tax that could be anywhere from 0% to 20%. When formulating an opinion of whether or not income earners are shouldering the burden and paying their 'fair share' of taxes, consider these facts: The top one-tenth of one percent of US tax payers (based on reported Adjusted Gross Income) paid more Federal income tax in 2013 than did the bottom 75%. Ninety percent of wage earners pay more in payroll taxes than they do in Federal income tax. Medicare and FICA tax rates have not changed since 1990. Any guess whether they will change in the near future; or in what direction? Some other interesting information regarding our economy: In calendar year 2015, US gas pump prices decreased from an average of \$2.26 to \$2.00 per gallon. That change resulted in an estimated savings of \$126 Billion, or an average of \$1,084 per household. There are 530 million barrels of crude oil in storage as of the end of April - excluding the estimated 727 million barrels in our Strategic Reserve. As of the end of last week, the US oil rig count was 415, down over 54% from a year ago and down 74% from the all time high of 1600 rigs. Klint had many more facts that are of interest when planning for financial security. He publishes this and much more information in a weekly By The Numbers email newsletter. If you would like to get on the list for that publication, send him an email request. Mr. Hall has amassed a tremendous amount of knowledge and expertise in the financial and planning arena, and he freely shares what he knows. If you want this kind of All American on your team, give him a call 505-821-4300. He will probably be willing to provide you with some valuable advice, or at least great stories, about motorcycle travel and trips to Sturgis.

- ♦ The City of Albuquerque recently recognized May 11, 2016 as Chuck Lanier Day, in honor of the spry 95 year old's many contributions to our community. **Congratulations Chuck!**

- ◆ There are three pages to the bulletin today, so don't forget to check out the last page for more information, and to see which dates are open for speakers and greeters. You may pick any one of the available dates, on a First-Come-First-Served basis. Just let Mario know what you have selected. His contact information is at the bottom of page.

- ◆ First announcement of a prospective new member:
Bella Dream Homes, LLC
Representative: Danny Clements
Category: Home Builder
Sponsor: Mark Tobiassen

- ◆ First announcement of a prospective new member:
Vigilant Security Management
Representative: Manny Corrales
Category: On Post Guards & Special Events
Sponsor: Philip Houser

- ◆ First announcement of a prospective new member:
The Community Lighthouse
Representative: Brandon Saylor
Category: Mental Health
Sponsor: Mark Tobiassen

If you have an objection to any 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, (jdzipper@comcast.net - 505-259-5959), as soon as possible.

Thank you to Dale Armstrong, his wife and his crew for allowing EAGA to spend some time on his ranch and for the wonderful hospitality. The EAGA members that were able make it to the weekend events all had a great time and some otherwise 'interesting' experiences.



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 down today

Reciprocity:

None written down today

- ◆ Last call for participants in the EAGA Golf event. There is still room for a couple more golfers, duffers, or sand-baggers. An inexpensive good time at \$20 per member and \$60 per guest. The party bus, with breakfast burritos and drinks, will head out at 6:30AM, and will return about 6:30PM—hopefully with all of the original outbound passengers. Final player count is due Tuesday, May 17th. Contact event Chairman Jerry Becker or Mario right away if you want to get in on the fun.
- ◆ EAGA Summer Bash will be July 9th at the Maloy estate (same location as last year). More details as we get closer to the date. There is still time to join the Bash Committee. A great opportunity to get to know other members; and in all likelihood you will have a chance to gather some beneficial blackmail material on at least one of our fun-loving folks. Contact Dan Mowery or Pat Maloy to become involved.
- ◆ Shockwave Defense is offering a special training time for EAGA members only. Second Friday of every month, from 7:00 AM to 8:30 AM. Cost \$99 (huge discount off the normal \$199 rate). For more information, contact Michael Johnson via phone: 505-554-3888, or email: michael@shockwavedefense.com
- ◆ Riddle of the day:
The day before yesterday, Chris was 7 years old. Next year, she will turn 10. How is this possible?

Resources.woodlands=junior.kent
Today is January 1st. Yesterday, December 31st, was Chris's 8th birthday. The day before yesterday, December 30th, she was still seven. On December 31st of this year, she will turn 9; and next year she will turn 10.

Badge Board Greeters

May 17th Garrett Hennessy - TLC Plumbing & Heating
May 24th Lou Rogers - Retriever Merchant Services
May 31st No Meeting—Memorial Day holiday
June 7th
June 14th
June 21st

Upcoming Speakers

May 17th Mark Abramson - Los Ranchos Gun Shop
May 24th Lt. Col Nicholas Dipoma 512 RQS/CC
May 31st No Meeting—Memorial Day holiday
June 7th
June 14th
June 21st

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