

EAGA Business Builder

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Today's presentation was by Kevin Lorenzen—Aflac



In his prior life, Kevin “Aflac” Lorenzen grew up in Chicago. He attended the same high school as did Jerry Becker (and apparently the school survived). Kevin received an engineering degree from the University of Illinois, then, for 25 years, worked for some of the big boys of the semi-conductor industry. About 11 years ago, that prior life changed to a somewhat different world. Kevin’s new activities are substantially different than those of the previous life, but some very positive threads also made the transition from then to now.

Kevin’s wife, Arlene, and their four children are the most important of those threads. Arlene works at Sandia National Laboratory; Daughter Seneca is her 3rd year at UNM, heading toward a possible medical degree; Sons Eric and Hunter attend San Diego State University and Grand Canon University, respectively; and youngest son, Garrett, is finishing up high school. It was Seneca’s bout with bone cancer when she was 6 years old that initiated some of the change. Kevin was interested in a different line of work and he found Aflac to be a company that reflected some of his own concerns at the time. Besides offering policies that included cancer coverage, the company is also making substantial contributions toward children’s cancer research. They have contributed almost \$150,000,000 to that project in just the past few years. Mr. Lorenzen has been with Aflac for nearly 11 years now, so it is obvious the he feels the company has positive benefits, not only for his family, but for the policy holders and society in general. Aflac offers a very wide range of supplemental policies that cover accidents; cancer; dental; hospital visits; and on and on, however Kevin did not use his presentation time to outline all the individual options available for Aflac plans. Instead, his discussion was designed to educate the audience about an employee’s perspective about healthcare costs. Aflac has accumulated a large amount of data from independent third party researchers regarding that subject, and conclusions indicate that, generally, employees do not have a comfortable feeling when it comes to the ability to access, or pay for, appropriate health care that may be needed for their family. Only about 20% of employees say they are happy with the health care packages offered by their employer (when about 80% of employers think the opposite). The extent of what employers can offer (legally and financially) is also becoming more limited by the Affordable Health Care regulations, so the employee options are dwindling even more. Not only are the coverage options decreasing, the cost of the coverage is being shifted toward the employee paying more for the coverage that is available. And the downward spiral continues when considering that the ACA limits for out-of-pocket expenses are increasing from \$6600 this year to \$6850 next year; then to \$7100. It is easy to see that folks are rightfully worried about whether or not they will be able to pay for needed health care. These days, basic treatment for a broken leg can cost about \$25,000. Standard insurance would probably have a \$1000 deductible; then roll into an 80% - 20% formula for the remaining balance, meaning that the financial impact for that one incident would be about \$5800. That is a big amount for the average worker in New Mexico. Research finds that health care costs have become such a concern that it is often the determining factor as to whether a worker stays with a company, or changes to another that has a better benefits program; or whether or not the worker accepts a job in the first place. There are other factors besides costs that influence the level of comfort a person has in their health care issues. Just understanding when, and how, it all works is substantially important as well. 79% of employees asked, say that they are willing to pay more on their own, if they knew exactly what benefits they would receive. Providing employees with options that are actually beneficial, and understandable, has become a very positive method for keeping the workforce happy. That alone is a very good thing, but there can be residual benefits to the company too. An example of that is the apparent decrease in “Monday morning on the job injuries” (actually the re-injury, or the bogus reporting, of a non-work related incident over the weekend). Those false Worker’s Comp claims decrease when the person has the option of getting medical treatment immediately after the injury because of supplemental coverage that is in place. Give Aflac Lorenzen a call at 505-892-3300 to discuss the benefits of offering supplemental coverage to your employees, or to get some coverage for own family. Very limited coverage is available for the all too common foot-in-mouth incidents, but the otherwise wide range of Aflac coverage is easy to understand, relatively inexpensive and quite beneficial to the employee and the employer.

- ◆ WELCOME to our newest member: **Keller Williams Realty** Representative: **Carlos Martinez**
Category: Residential Real Estate.
- ◆ President Mark’s thought for today—“Planning” . Appropriate planning is needed for a business’ continued success. “Dreams” phase is for making 5 to 10 year plans. “Goals” phase is for a 1 year, measurable plan; Learning phase is figuring out what is needed for success; Planning phase is determining how success will be achieved; Action phase is making it all work. And revisit it all on a 13 week cycle.




*EAGA
Jim Fanning
Memorial Trap Shoot
2016*

Thank you to the committee members and to the various contributors that made this year's event a great success !



*Top
Shooter
Brandon
Sayler*

A portrait of Brandon Sayler, the top shooter. He is wearing a red polo shirt, a black vest, and orange-tinted sunglasses. He is smiling and looking towards the camera. The background shows an outdoor setting with a clear sky.

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:

CHIPOTLE will be opening at 2608 Central SE, UNM Plaza.

HOME SMART, 5501 Menaul NE, will become BUDDY'S Home Furnishings.

-Lionel Specter—Zeon Signs

Reciprocity:

Thank you to Tom Keleher for AAA U-Lock-It Storage facility repaint job.

Thank you to Aaron Rodgers for fixing my hot tub.

—Frank McCallister - Color New Mexico

Thank you to Robert Biernacki— Waterquest Landscaping for excellent work removing a large cottonwood from my backyard.

—Terry Roberts - Rocky Mountain RV & Marine

Thank you to: Randy Baker for some business

Chuck Mitchell for tire repairs

Bruce Hoover for furniture

Larry Kennedy for an engineering referral

Sept 26, 2016 Groundhog Excavating Inc 20 years in business !!!

—Troy Otero - Groundhog Excavating Services

TJ Maloy for a cutting for our office

Scott Peck for CPA services

Mark Abramson for some firearms

Andy Pomroy for some garage doors

◆ Second announcement of a prospective new member:

Downtown Historic Bed & Breakfast

Representative: Steven Grant

Category: Bed& Breakfast Lodging

Sponsor: Mark Tobiassen

◆ First announcement of a prospective new member:

WSI Web Enhancers

Representative: Jukka Jumisko

Category: Web Design

Sponsor: Soren Thomsen

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.

◆ OPEN HOUSE Los Ranchos Gun Shop Tuesday, October 18th from 4PM to 6PM

Badge Board Greeters

Oct 4th Kit Turpen—HUB International Insurance

Oct 11th Leon Marler—Marler Manor

Oct 18th Mike Deveraux—Document Imaging of the Southwest

Oct 25th Lou Rodges—Retriever Merchant Solutions

Upcoming Speakers

Oct 4th Steven Douglas—Design Printing Solutions

Oct 11th

Oct 18th

Oct 25th

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