

# EAGA Business Builder

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## Today's speaker was Garrett Hennessy - TLC Plumbing & Heating



Mr. Hennessy grew up in ...well, a lot of places. His father served in the Medical Services Corp of the 25th Infantry. The deployments took him to various parts of the world. And the family traveled along. Garrett, as his daughters have heard all too many times, attended five different schools in five years while attempting to complete grades K through 4th. That much change during those younger years can be quite a challenge. And it can have its benefits as well, if one has the right personality and attitude. Garrett has those. He figures that one of the benefits he derived from the traveling adversity, is his ability to

comfortably approach, and intelligently talk to folks. In the 'a new school a year' adventure, Mr. Hennessy learned that life was much more enjoyable when the other kids were friends and not adversaries. He could sit on the side and wait for someone to come over to talk to him, or for someone to invite him to sit at the lunch table with them - or when arriving in a new grade school world, he could immediately take the first step and be the one to approach the others and get to know them as they got to know him. He could blend in quickly. The military was, to say the least, a way of life for the Hennessy household, and Garrett was enjoying it...well at least most of it. As he grew older and the end of high school was near-, Garrett began to analyze the situation a little more closely. An appointment to West Point was available to him, but his observations were that the Academy folks appeared to be more determined than cheery; the ratio of girls to guys was not impressive; and the cadets could not even own a car until their senior year. Possibly the grass was greener on the other side of the fence, but maybe it didn't have to be very far from the fence. Instead of a full out military academy, Garrett settled on a just a little military involvement in his college years. He attended Notre Dame University on an ROTC scholarship. That four years of the more enjoyable college life required a four year military commitment though. Now officer Hennessy went to Air Borne school and Air Assault school and served his active duty commitment at Ft. Hood, Texas. Defending the USA from within. The military service was admirable, but he still had some party skeletons in the closet from the enjoyable Notre Dame years, and it was difficult to get accepted into the MBA program at the college of his first choice; or the college of his second choice. Garrett came west, to get the MBA degree from UNM, and ended up purchasing a staffing company from his father. Garrett's previously learned ability to interact with people gave him an opportunity to meet some interesting and well known folks. He was asked by R.J. Berry to be the new Major Gift Officer for UNM Athletic Department. In that capacity, Garrett's job was to get individuals to contribute \$25,000 (each) to the UNM program. Now being successful at that is a definite confirmation of one's ability to approach and interact with people. He did the job for 2 1/2 years before moving on to assist now mayor R. J. Berry with inter-governmental affairs. After another year and a half, Garrett thought he should get back to personally running his staffing business. He did that well too. Helping many Albuquerque businesses to fill their staffing positions. At one point TLC Plumbing came to Garrett looking for a sales person. Garrett sent over a couple of applicants, but Dale (Armstrong—owner of TLC) wasn't completely sold on any of them. Mr. Hennessy decided to send over a candidate that he knew to be quite personable, quite engaging, and would be very dedicated to the success of TLC. Dale did like that candidate and he hired Garrett for the job. Garrett has now been the Business Development person at TLC for the past three years. He very much likes working for a company with great values. He sees in TLC the honesty, respect, compassion, hard work and consistency that makes a company really great. Their culture expands and emphasizes the qualities that Garrett realizes are most important to life - be good at what you do, but be concerned about the people around you. Friendships are important; be grateful for relationships with others and remind others that you appreciate them. Time passes too fast to not take advantage of opportunities to thank others and to make both your lives more enjoyable. Garrett was a little humble when, during his presentation, he briefly stated that he "...wasn't good at sports, but I was a runner". He didn't mention that he has run more than 30 marathons, including 22 New York City Marathon events, and in most of them, he finished in the top 25%. Garrett does work for TLC, but you probably don't want him on your roof fixing your air conditioner; and you probably don't want him fixing your plumbing either. If you do think that you can take advantage of his Business Development connections though, give him a call at 505-761-5537. For the other 'normal' TLC work, just give them a call at 505-761-9873. On the other hand, Garrett could probably put us in contact with someone that can really explain the benefits of the A.R.T. Project; he could tell us just how many pairs of shoes one would need to train for, and run, 30 marathons; he can definitely provide good advice on taking advantage of opportunities to say "Thanks" ; but he will probably NOT be able to sufficiently explain how someone can be lucky enough to turn down an appointment to West Point, choosing to instead attend Notre Dame University, all at the exact time that a wonderful young lady named Patty, from way over in Southern California decided to go to ND as well. No explaining good luck.

◆ Second announcement of a prospective new member:

Rich Ford Sales  
Representative: John Costen, Fleet Manager  
Category: New and Used Car Sales  
Sponsor: Damian Lusch

◆ First announcement of four prospective new members:

Servicemaster Clean  
Representative: Jeff Barkoff, Owner  
Category: Commercial Office Cleaning  
Sponsor: Phil Houser

Palms Trading Company  
Representative: Guy W Berger, President  
Category: Indian Jewelry, Pueblo Pottery  
Sponsor: Phil Houser

Calvary Albuquerque - KNKT 107.1 FM / Star88 (KLYT 88.3 FM)  
Representative: Steve Reimann, Sales Manager  
Category: Christian Radio  
Sponsor: Kevin Lorenzen

Sunwest Trust Inc and Sunwest Escrow, LC  
Representative: Terry White, CEO  
Category: Escrow Services and IRA custodial services  
Sponsor: Jukka Jumisko

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](mailto:jdzipper@comcast.net) - 505-259-5959), as soon as possible.

- ◆ It was great to see a full house at today's meeting. We would not have had enough seats if there had not always been one member standing at the podium either presenting or presiding. Thank you to all those who attended.
- ◆ Sunquest Advertising (Jim McMahon) is offering you a FREE month of participation in their new Premium Meal Deal program. Just enter code PMDTM when signing up.
- ◆ PLEASE NOTE THAT THERE WILL NOT BE MEETINGS ON DECEMBER 27TH OR JANUARY 3RD. We will not meet on those Tuesdays in order to allow members to spend the time celebrating the holidays, and the new year, with their family.
- ◆ Don't forget "Second Tuesday's Leave-A-Card, Take-A-Card" at the January 10th meeting. It provides you with two opportunities to personally interact with other members, one-on-one, in an informal setting.

READ ON—THERE IS ANOTHER PAGE TO GO

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## Business Leads:

None noted today

## Reciprocity:

Thank you to Chuck Mitchell. He fixed my car for only a tip to his employee.  
-Chairman Nick Minetos—PEO Emperor

### ◆ Congratulations to our four new Board Members:

Jim Asperger—Crest Mechanical

Adam Halpern—Dental Cooperative

Rion Marcus—NM Chiropractic Center

Scott Peck—MP Group, Inc

### The members with terms expiring at the end of December:

Robert Biernacki—Waterquest Landscaping

Nick Minteos—PEO Emperor

Kyle Tidmore—More Brothers Construction

Jerry Becker—Steamatic

In addition to the change in some of our Board Members, Mark's term as president will also end on December 31st. He will move into the Chairman slot and make way for Phil Houser to take over the reigns. A huge "Thank You!" to the members that are leaving the Board, and to President Mark. We appreciate your service to our organization, and your positive direction and guidance over the past few years.

- ◆ PLEASE NOTE: BECAUSE OF THE HOLIDAY SEASON, WE WILL NOT HAVE TUESDAY MEETINGS ON December 27th and JANUARY 3rd.

## Badge Board Greeters

Dec 20th Kit Turpen—HUB International

Dec 27th **NO MEETING.** HAVE A HAPPY CHRISTMAS AND HANUKKAH HOLIDAY

Jan 3rd **NO MEETING** SO MEMBERS CAN CELEBRATE THE NEW YEAR

Jan 10th Soren Thomsen—TEMA Furniture

Jan 17th Mike Deveraux—Document Imaging Of The Southwest

Jan 24th Raul Rodriguez—Kings Of Wrap

Jan 31st Jukka Jumisko—WSI Web Enhancers

Feb 7th Michael Johnson—Shockwave Defense ? / Lou Rodges—Merchant Retriever Services

Feb 14th Garrett Hennessy—TLC Plumbing

## Upcoming Speakers

Dec 20th Jerry Becker—Steamatic

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Jan 17th The Gift Fund

Jan 24th Robert Biernacki—Waterquest Landscaping

Jan 31st Adam Halpern—Dental Cooperative

Feb 7th Paul Jew—Moji Studios

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