

EAGA Business Builder

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Today's presentation was by Terry White — Sunwest Trust



Mr. White is a large percent Irish guy that was born in Albuquerque in 1960. He remains a large percent Irish guy even today. His father was a builder and he taught Terry a lot about the construction industry. As a result, the younger Mr. White is an accomplished framer, plumber, etc. (Don't forget-'accomplished' is relative term). Terry says that he liked being a framer, and can still do that work today, so long as a rustic look is the desired result. Terry will be celebrating his 37th wedding anniversary at the end of May. His marriage is one of those rare instances where a Sandia High grad married a Del Norte High grad; but 37 years and three fine sons later, it must be working out fine. The middle and the youngest sons also work at Sunwest. The eldest son may not have stayed to work with Dad, but is doing pretty well anyhow. He lives in Texas and builds tiny homes and redwood fort play facilities. The highest priced redwood fort so far is in progress and the finished product will cost about \$25,000. Terry is rightfully proud of his family and rounds off that discussion by saying that he has the best looking grandsons in both Texas and New Mexico. A probably disputed, but never the less, impressive claim. Obviously Terry enjoys his family, but he also has other things to occupy his day. His career started right after college. Those higher education years consist of the time when he was able to work his tail off; keep his nose to the grindstone; work his fingers to the bone; and squeeze a four year degree into five years of study on his way to graduation from UNM with a BBA Degree - with concentration in Accounting. Immediately thereafter, he took his talents to Albuquerque Title where he was their Controller for four years. He resigned in June 1987, probably just a few steps ahead of a pink-slip notice. In October 1987, Terry, along with a 50-50 partner, started 1St Financial. They had one employee and less than that number of accounts. But the customer count did increase--slowly. Terry would go to the post office to pick up mailed in payments, then figure out if there was enough there to pay the employee. Hard work and tense days later, the company grew. They bought out escrow companies in Torrance County and Santa Fe. In 1997, Sunwest Bank decided to divest itself of its escrow department. Terry's group acquired that business (along with its 63% owner). At the time, Sunwest was the more well known entity, so the combined company began operating under Sunwest's name. Again moving through time, the company grew and morphed. The ownership changed as Terry and his initial partner acquired full ownership; then Terry bought out that partner and sold a 30% ownership to a third partner. And the company changed into a Trust Company. Seems like licensing and regulations allow a Trust to also do eEscrow work, but the reverse requires a lot more red tape. Progressing through the 'easy mortgage' era that culminated in 2003; through the ensuing downturn; into the current days; Terry is now 100% owner. The company has moved from their old office location to a newer facility on Menaul; and things are going well. The new facility even has a gym for employees. The good days apparently became a little more profitable when Terry decided that the building's restroom facility was an employee's only arrangement. Eliminating the public use of that facility substantially decreased the company's monthly toilet paper expense. And the decision didn't have any negative impact on business. Only one or two customer complaints. (OK one vocal complainer, but Dan is nearly over that). Mr. White has other hats in his closet too. He is a published author- with two books about his industry. He is also an ordained minister with an internet acquired license and, as of the presentation time, has one still successful marriage under his belt (or whatever you call that formal cloth thing that a minister wears). If you have a need for an Escrow or a Trust Agent, give Mr. White a call 505-938-3809. He has the knowledge, experience and credentials to provide you with whatever you need. If you have an upcoming shotgun wedding, or other similar matter, give a call to Reverend T – same number. Can I get a Halleluiah?

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Business Leads:

COMFORT DENTAL is opening at 9401 Coors NW
- Lionel Specter—Zeon Signs

Reciprocity:

Thank you to David Rodriguez for great same day computer repair and hard drive recovery.
- Jack Zipper

Thank you to Andy Pomroy for taking care of the garage doors for our new shop addition.
Thank you to Tom Payne for the building re-roof job and possibly more, at Sana Fe School for Art & Design
- Bill Elliott—AAA Roofing

- ◆ There will not be a meeting on May 30th because of the Memorial Day Holiday.
- ◆ FINAL NOTICE: We will elect two new Board Members at our next meeting. If you are interested in becoming a Director, or if you know of another member that you would recommend, please contact Soren Thomsen as soon as you read this - 505-275-2121 or sthomsen@temafurniture.com.
- ◆ Second announcement of a prospective new member:
Southwest Business Advancement, LLC
Representative: Jeff Sakamoto, Managing Member/Principal
Category: Cost Management Consulting Services
Sponsor: Jack Zipper

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 Membership Committee Chairman, Jack Zipper, (jdzipper@comcast.net or 505-259-5959), as soon as possible.
- ◆ Summer Bash will be on Saturday, July 8th. The Bash Committee is forming now. If you would like to participate in the planning, preparation, totally productive and always interesting pre-Bash committee meetings, you and your wife / significant other are invited to the Committee's first meeting; 6:00PM Tuesday, May 16th; at Rader Awning, 4100 S. Paseo Del Norte NE. If you are interested in being on the committee, but not able to make that meeting, contact Committee Chairmen Pat Maloy or Dan Mowery.
- ◆ The EAGA annual Trap Shoot has been scheduled for September 22nd. More information and details later.

Badge Board Greeters

May 16th Mike Skolnick—Excalibur Realty
May 23rd Paul Losey—Covenant Schools of America
May 30th **No Meeting—Memorial Day Holiday**
June 6th Stan Byers—Milagro Media
June 13th
June 20th Scott Lardner—Rocky Mountain Stone

Upcoming Speakers

May 16th Guest Speaker Marty Austin - Driving Distractions
May 23rd
May 30th **No Meeting—Memorial Day Holiday**
June 6th
June 13th Paul Losey—Covenant Schools of America
June 20th

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