

EAGA Business Builder

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Today's presentation was by Lynn Sharp—Sharp Law Firm



Lynn isn't an Albuquerque native. He grew up in Salt Lake City, Utah. As one would expect, there are many different and interesting ways for someone born in Utah to wind up living in New Mexico. Take a minute and give some thought to the scenario that you think best matches the circumstances that constructed Mr. Sharp's path to Albuquerque. Whatever story you just figured would be most likely - is probably not even close to the path that Lynn followed. You were off from the very beginning if you didn't start with a two year Pre-Med degree search at University of Utah. It is likely that there were a lot of interesting times in Mr. Sharp's growing

up years, but his presentation began with the college portion of his adventures. While working his way through the degree, Lynn had a job at the Burn Center installing sensors in patients for the purpose of gathering data needed by the Bio Med treatment staff. His work, from midnight to 8am, before classes, led him to regularly encounter hospital staff that were in the middle of a 72 hour work day. Lynn began to think ... if that was the customary work schedule for professionals in that career, then probably he didn't want to be one of those folks. So he redirected the Lynn Sharp Adventure. The next step, after a two year mission to Paraguay and Uruguay, took him to studies at Utah State (it is likely that he still couldn't see Albuquerque from there). His education at USU did earn him a Forestry Degree, with the intent of finding a good job in the Forest Products industry. But, as bad timing would have it, around graduation time, the 'bottom fell out' of the Forest Products Industry. Their new jobs mostly disappeared, so Lynn was left still searching for a career. He was offered a job as Legislative Assistant for Senator Orrin Hatch. It was only a one year gig, but it was eventful. During that time, Lynn was heavily involved in crafting the Western Lands Transfer Act. But as noted, that job was only a one year thing, so after the short term in Washington, Mr. Sharp returned to his search for a long term career. This time, the fork in the road took him to BYU where he received a Law Degree. He immediately took his new credentials and went to work for the FBI. So you can take another stab at guessing Mr. Sharp's path. What would a person—who grew up in Utah; has a Forestry Degree; and has a Law Degree—do when working for the FBI? Probably you are wrong again...he spent 5 months training in the FBI Academy at Quantico, perfecting the skills needed to be a S.W.A.T. Team participant. Lynn was the only person in his class that scored a perfect 100 on the firearms shooting exam. Obviously he satisfactorily completed the training...And that is how the Utah native got to New Mexico. He came here to be a member of the S.W.A.T. team for the Albuquerque branch of the FBI. Lynn's learning didn't take a break though. He had a couple more return trips to Quantico. To Sniper School and to Rappel School. Sniper School is self explanatory; Rappel School is where he became proficient at the new Fast Rope Insertion Extraction System (FRIES). This process differs from standard rappelling in that the FRIES doesn't actually attach an individual to the rope. The person just uses their hands, feet and other body parts to somewhat control the speed of descent, but when the rope runs out, the person is coming off - no matter how high off the ground. (FRIES participants are great at keeping on good terms with helicopter pilots so that the rope doesn't end too high above the ground). Mr. Sharp spent a lot of time working his way through hard training and work to become very proficient as his job. By this time, the FBI training was a constant thing, but Lynn had a family and wanted to spend more time with his two young sons. In order to do both he figured out that all he had to do was turn his two very young sons into free loaders. Lynn discovered that his sons' small fingers, and very willing attitudes, allowed them to refill the spent 30 round MP5 magazines much quicker than the grown ups could. The boys would go to the training events with their father; wear ear protection; and load the magazines. They were actually paid with Slurpees, so I mis-spoke in saying that they were free-loaders. Lynn was enjoying his job, but was also mindful of his growing family (besides sons Josh and Ryan, daughter Rachael was on the way), so when a new law firm offered him a large salary to come work for them, the FBI became a resume entry and Mr. Sharp became a New Mexico lawyer. Fast forward a few years to today's world. Lynn is the President of Sharp Law firm. They specialize in medical malpractice cases. For many years, Lynn and his team represented the defendant side of the situation. A few months ago, however, he became fed up with the insurance companies attitude that they (the insurance guys) should direct the legal defense process. It would be dollar savings driven and have little concern for the defendants' career or future. It became an ethics matter, as well as personal principles, so the firm fired those clients. Currently, the majority of the Sharp Firm's clients are the plaintiffs; but only those truly deserving legal assistance to recover from a real malpractice event. The attorneys have no desire to subject doctors or other medical persons to the devastating affects of an unjustified legal action, so Sharp Law Firm will not defend any frivolous or malicious intent cases. Hopefully you won't ever need the services of Sharp Law Firm, but if you find out that you do, or if you just need legal advice related to medical malpractice situations, give Lynn Sharp a call at 505-842-5050. He has over 30 years experience; he understands the system; and he knows how to proceed after the always initial legal response of "it depends ". No further attempt at humor here. Mr. Sharp is a lawyer; he is quite comfortable around firearms; and he is an excellent marksman. He appears to be a very nice man.

Business Leads:

HiLife Furniture will be leaving 3821 Menaul and will be replaced by FURNITURE CITY

MARK PARDO SALON will be opening in Winrock

QUALITY INN, 2015 Menaul NE will become a RED ROOF INN

TOMASITA'S RESTAURANT will be opening @ 4949 Pan American Frwy

INVERSE MEDICAL INC. is opening @ 4904 Alameda NE

Hematology & Cancer Specialists on Coal SE will become WOMEN'S HEALTH SPECIALIST

- Lionel Specter—Zeon Signs

Reciprocity:

Thank you to Karl Kirsch—O'Malley Glass. He replaced the glass in our storefront in 1 hour. We had a break in. They stole hair cuts.

- John Campbell—Tonsorial Parlour

- ◆ The Annual Jim Fanning Memorial Trap Shoot will be held on September 22nd. Final details and directions will be provided at our next two meetings. Guests are allowed-Fee is \$75. There will also be a shoot off for the top shooters (members only qualify for that). Time is getting short and teams need to be formed, so if you want to sign up for the event, you only have two more meetings to get it done. Sept 12th and Sept 19th. If you are not going to be at one of those meetings, please give T J a call to get on the list, but do it very soon.
- ◆ Our firearm raffle is still in progress. Tickets are \$20 each or 6 for \$100. Drawing will be the day of the event - need not be present to win. The raffle also involves other items too. A really nice game camera, for example. To purchase tickets, see T J Maloy.
- ◆ There will be a Board of Directors meeting right after breakfast on the 12th.
- ◆ When submitting payment for your quarterly dues, please remember to reference the invoice number.
- ◆ EAGA will have an event at the upcoming Balloon Fiesta. Mario will have a sign up sheet available on Tuesday. The event is Oct 7, 4:30pm-5:30pm. It is for Members and spouses only and for the first 150 to sign up. The event will include dinner & drinks .
- ◆ We are still working on the credit card payment option to pay dues. More info to follow.
- ◆ First Announcement of a potential new member:
 - Prudential Overall Supply
 - Representative: Jason Sills
 - Category: Textiles / Uniforms
 - Sponsor: Kevin Lorenzen

If you have an objection to this company becoming a member, or if you have information that you feel should be considered during the review process, please contact Membership Committee Chairman, Jack Zipper (jdzipper@comcast.net or 505-259-5959) as soon as possible.

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Contact information for Executive Director: Mario Hernandez
Phone: 505-239-0259 email: eagaed@gmail.com
Postal mail: 8100 Wyoming Blvd NE; Suite M-4 #345; Albuquerque, NM 87113

- ◆ The Board is currently reviewing our By-Laws for needed corrections. They are also soliciting suggestions for possible revisions. To see a current version of the By-Laws, sign in to our website at eaganm.com. If you have suggestions for changes: clarification or improvement., contact one of our Board Members .

Badge Board Greeters

Sept 12th	Bruce Hoover—Business Environments
Sept 19th	Phil Houser—Document Solutions
Sept 26th	Andrew LoBue—The Grove Café
Oct 3rd	Soren Thomsen—TEMA Furniture
Oct 10th	Lou Rodges—Retriever Merchant Services
Oct 17th	Raul Rodriguez—Kings of Wrap
Oct 24th	Jukka Jumisko—WSI Web Enhancers
Oct 31st	Jeff Barkoff—Servicemaster Clean
Nov 7th	Paul Jew—Moji Studios
Nov 14th	Mark Tobiassen—Action Coach Business Coaching
Nov 21st	Kit Turpen—HUB International
Nov 28th	

Upcoming Speakers

Sept 12th	Klint Hall—Lobo Wealth Strategies
Sept 19th	Jack Thompson—Legacy Mortgage
Sept 26th	Kevin Lorenzen—Aflac
Oct 3rd	Mark Tobiassen—Action Coach Business Coaching
Oct 10th	Adam Tafoya—New York Life
Oct 17th	Lou Rodges—Retriever Merchant Services
Oct 24th	Randy Baker—DRB Electric
Oct 31st	Raul Rodriguez—Kings of Wrap
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