

EAGA Business Builder

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Today's presentation was by Kevin Lorenzen—Aflac



Mr. Lorenzen has a bit of a Chicago past. It is even rumored that he attended the same high school as did Jerry Becker. But he doesn't speak much about those days, or maybe the witness protection program prohibits it. Anyway, he has been in our neighborhood long enough now that we won't question the Chicago history. While in Illinois, Kevin earned an engineering degree and went to work for some of the big technology players. Motorola; Sony; and the most beneficial—a technology association with Intel, where he met his wife, Arlene. She worked for Intel and, apparently, they were usually on opposite sides of the negotiation table when Kevin was trying to convince the company that they needed certain equipment and services. It is rare that those 'adversarial' relationships evolve into a happily ever-after arrangement, but the Lorenzens have pulled it off. Arlene no longer works for Intel, though. She was caught up in the somewhat recent plant restructuring, and decided to pass on the opportunity to move to Chandler, AZ or Hillsboro, OR. Instead she opted to remain in Albuquerque (the high school aged kids appreciated it)..now working for Honeywell, in the aviation division at Sandia Labs. Kevin and Arlene have four children. The boys are all doing well at San Diego State; Grand Canyon University and ASU. Each on separate, but similar roads on their individual pursuits of the next thing. Their 21 year old daughter is in the Pre-Med program at UNM. She is, in an unenviable way, responsible for Kevin's move out of the technology based industry. When Seneca was about 6 years old, she was diagnosed with cancer. At the time, Kevin was looking for a different line of work, and when he found out that Aflac is committed to eliminating childhood cancer, he felt that would be a good place to get involved. In 1958, the company pioneered the introduction of cancer policies in a effort to assist in lifting the financial burden experienced by cancer patients and their families. The premiums have increased a little from the 1958 price of ten cents a week, but the current cost is still quite reasonable. Aflac remains committed to philanthropy related to kid's cancer. In the past 10 years, the company, via its agents, has contributed almost \$120 million for cancer research. The company's full name is American Family Life Assurance Company. In 1989, the company introduced the acronym AFLAC. They discovered that it was very hard to train a duck to clearly speak "American Family Life Assurance Company", but the ducks were quite natural at quacking out the acronym. By 2000, they had found the right fowl and have kept it ever since. Over the years, Aflac has revised and expanded its policy offerings. There are now a very wide range of policy types, and levels, available. Cancer policies; accident policies; hospital policies; critical care policies and many others. Aflac's research indicates that their supplemental policies are a very beneficial way to supplement health insurance coverage. The out-of-pocket costs associated with standard health policies usually have a deductible portion that has to be paid by the policy holder before they see any actual money from the plan. And after that, there is probably an additional 80/20 sharing of the costs up to another higher limit. Aflac policies do not have any of those tiers to pay before getting any benefit. When a covered incident happens, Aflac will pay cash to the beneficiary, often within 1 day of claim approval. As noted, there are great policies available to you and your family. And there are ways for you to make Aflac policies available to your employees in a structure that is not only beneficial to your staff, but has tax savings to your company too. If you want to investigate what policies are available; and/or how you can increase benefits for your employees, give Kevin a call at 505-771-9393. He has an extensive knowledge of the policies and can help you decide what is best for you and your employees. If the conversation permits, ask him just how annoyed he gets when someone quacks out "A F L A C" when he enters the room; or how often his meals involve roasted duck.

Contact information for Executive Director: Mario Hernandez

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Business Leads:

J.D. Byrider has left 6008 Central SE.

Stark Financial is opening an office at 6821 Montgomery NE.

Glasheen, Valles & Interman—Injury Lawyers is opening an office at 4300 San Mateo NE.

Schu/Shop is open at 5901 Wyoming NE.

Runway Hair Studio is open at 10200 Golf Course Road.

Great Clips is opening at 1908 Wellspring Dr., Rio Rancho.

- Lionel Specter—Zeon Signs

Reciprocity:

Thank you to Karl Kirsch—O'Malley Glass for promptly coming to my home and fixed two windows that were coming apart, allowing air to enter. He spent an hour putting them together and never charged me.

- Jack Zipper

- ◆ There will be a Board of Directors meeting right after breakfast this coming Tuesday, October 10th.
 - ◆ **Reminder: October 10th is the second Tuesday of the month. Bring a business card to put into the bowl; then take someone else's as you leave. Give that member a call and arrange for a one-on-one meeting to get to know him a little better—away from the normal business environment.**
 - ◆ **First Announcement of a potential new member:**
 - ABQ Gold and Silver Exchange
 - Representative: Ed Karler
 - Category: Fine Jewelry
 - Sponsor: Yukka Jumisko
- 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.
- ◆ Our website is eaganm.com
 - User name is the first initial of your first name and your last name (no spaces)
 - The password is user defined. If you can't remember yours (or if this is your first time to log in) , click on the "Lost Your Password?" that is located just below the log-in box. Follow the instructions to get logged in.
 - Review the site; verify your information; get a feel for what is on the site and ideas on how it can be improved.

Badge Board Greeters

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

Upcoming Speakers

Oct 10th	Mark Tobiassen—Action Coach Business Coaching
Oct 17th	Adam Tafoya—New York Life
Oct 24th	Randy Baker—DRB Electric
Oct 31st	Raul Rodriguez—Kings of Wrap
Nov 7th	Lou Rodges—Retriever Merchant Services

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