

EAGA Business Builder

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Today's speaker was Manny Corrales—Vigilant Security Management



Mr. Corrales is a man of many talents - and of many women. Four to be exact. He has a wonderful wife that was kind enough to marry him 18 years ago. They have three daughters: a 16 year old super golfer at Cibola High School; a 15 year old high school freshman playing varsity volleyball (in her spare time she is on a club team, too); an 11 year old, heavily involved in track, even at her young age. There is a son in the family as well. Ten year old Joaquin will be able to bond with Dad as they wait at the end of the line to get into the bathroom every morning. As noted Manny is also a man of many talents. He explains that his

large variety of experiences are the result of taking on everything that intimidates him; and he obviously likes a challenge. Quite awhile ago, Manny traveled with a Mexican Artist to some of the concerts. When the event was in Santa Fe, the city required that there were security personnel involved and Mr. Corrales became intrigued while watching how the security staff worked. And their concert involvement provided opportunities for doing the same work for other clients when the concerts weren't in town. Manny liked that law enforcement type of work and he jumped in with both feet. He joined the State Police Department when he was just 21. And then the Sheriff's Dept....and then, he got into banking. Not sure of the motivation for the transition, but again Manny was all in. He worked in Los Alamos for a time; then with Citi Financial. But that wouldn't be the end of his learning tour. Seems like Manny would often wander into local jewelry stores to see the pretty things. Some would believe that it was the jewelry that attracted him to the shops; others knew that it was the cute sales girls. Whichever Manny will admit to doesn't matter. The regular trips earned him an opportunity to work in the industry. First at Mission Jewelers, then others, with the longest term being a 5 year stint at Helzberg. Both feet were all in for that work too. Mr. Corrales became a Certified Diamontologist and a Certified Gemologist. But there was still at least one more career calling Manny's name. One day, about 18 years ago, Manny and his new bride were sharing Christmas dinner with an friend. Their friend expressed concern about the lack of security in Old Town. Mr. Corrales' thoughts flashed back to the old concert traveling days; and the security folks that he saw work there. Manny told their friend that he knew someone interested in providing protection for the Old Town area. Manny went out and purchased some black pants and a gray shirt and started periodically patrolling the area. He convinced his Helzberg Assistant Manager's husband to join the team and they started expanding the security duties. Three months later, Manny quit his manager job at Helzberg. He says that the reason was the security work had increased to a level that it required much more than just part time attention. It probably made the decision easier because Manny had married a wonderful lady, and the 'shiny objects' -however previously interpreted- were no longer attractive at the jewelry store. Manny appears to have hit a desirable end to the career learning travels. He has been Vigilant Security Management for almost 18 years, and has great plans for growing the company—in a controlled manner. There are currently about 15 employees, and Manny feels like that is a good level; for now. Forty, has been most employees at one time., but that was when the company did a lot of concert work. It was a very large number of people to manage, and now that the concert jobs are no longer a big part of the work, the lower number of employees is much more efficient. The staff consists mostly of older men (glad to know that someone acknowledges that older can be a good thing). They are National Guardsmen and Reserve Deputies and they have the wisdom and experience for this type of work. Manny is enjoying what he does. These days the 'shiny objects' that keep him interested are the cars; the equipment; the uniforms; and the regular interaction with people. Mr. Corrales is good at what he does, and he, and his staff, can do a great job for you whenever you need some on-site security presence, or regular patrols. Whenever the situation arises, give Mr. Corrales a call at 505-550-7875. When asked his most memorable experiences while in law enforcement, Manny noted a time when he cornered a juiced-up thief that had just robbed a store in Old Town. It was the only time that Manny has had to draw his gun. That was after the criminal was not affected at all by a shot with Manny's Taser; nor by a forceful whack to the back of the head with Manny's asp (not a snake - an expandable metal baton). Fortunately Manny did not get a chance to fire the weapon before the thief scaled a quite high wall in an attempt to get away. Security Guy Manny did get an assist in apprehending the guy though. The direct catch was by an APD Canine team. And the apprehension was probably more painful for the thief than if Manny had shot him in the first place. At the end of his presentation, Mr. Corrales also shared a totally unrelated incident that has had a substantial effect on his psyche. Since this bulletin may, at some time, be read by children, or prudish folks, it is best to explain Manny's event in a cryptic manner. Just say that it involved Nair. Nair spelled backwards is almost rain (just switch the 'a' and 'i'). When there is rain, the sun don't shine. Manny found out it can be very painful to use backward rain where the sun don't shine.

Business Leads:

If you want to promote your small business for free, please contact Terry White. He has a weekly radio show and he knows how to use it. Terry has a few programs available and would be interested in having you talk about your business on the air. You can reach him at 505-938.3809.

Reciprocity:

Thank you to Dave Dworsky—Team 1st Technology for getting us set up with the Quomo Smart Boards.

- Paul Losey—Covenant Schools of America

- ◆ EAGA Golf Tournament will be May 11th. If you haven't signed up yet, do it right away. If you want to secure one of the few remaining hole sponsorships, please contact Event Chairman—Jerry Becker also as soon as possible.
- ◆ There will not be a breakfast meeting on Tuesday, May 29th because of the Memorial Day Holiday.
- ◆ We are in need of speakers. There are 70 to 80 members at our breakfast meetings, and every one of them would be interested in what you have to say. Talk about the history of what got you here from there; talk about your business; and talk about what interests you. We would like to hear it all. Contact Exec Director Kevin or President Soren and secure one of the currently available speaking slots.

Badge Board Greeters

Apr 17th	Jukka Jumisko—WSI Web Enhancers
Apr 24th	Terry White—Sunwest Trust
May 1st	Mike Deveraux—Document Imaging of the Southwest
May 8th	Patrick Wallace—NM Solar Group
May 15th	Steve Grant—Downtown Bed & Breakfast
May 22nd	Raul Rodriguez—Kings of Wrap
May 29th	No Meeting—Memorial Day Holiday
June 5th	

Upcoming Speakers

Apr 17th	Mark Abramson—Los Ranchos Gun Shop
Apr 24th	Leon Marler—Marler Manor
May 1st	Jukka Jumisko—WSI Web Enhancers
May 8th	
May 15th	
May 22nd	
May 29th	No Meeting—Memorial Day Holiday
June 5th	

Contact information for Executive Director: Kevin Lorenzen
Phone: 505-771-9393 email: egaed@gmail.com
Address: 8100 Wyoming Blvd NE; Suite M-4 #345
Albuquerque, NM 87113