

EAGA Business Builder

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The speaker today was Barry Porter—Express Employment Professionals



During Mr. Porter's lifetime, he has had a few diverse experiences. He is a proud graduate of Sandia High School; a member of the law enforcement world; a college graduate; an insurance claimsman and a survivor of the Warren Apartments. And that is in addition to the current staffing agency experience. All but the high school diploma came during and after college. By the time he was 25 years old, Barry was living the good life. He already had a nice house; a good car; and quite a few friends—most of the stuff that he thought he would have whenever he reached the successful plateau

of life. The good possessions made it easy to try some other things to make life more satisfactory. That didn't end up as well as it sounds like it would. He may have had all the stuff, but he wasn't managing the life very well. It didn't take too long before he had accumulated a separate resume of experiences different than those listed above...and the new ones were apparently not of the "...proud to have been..." class of experiences. But Mr. Porter snapped out, or was snapped out, of that rut. He saw the light. Really, he saw The Light and got out of the darkness to head on toward the future. Barry's wife, Debbie, has been his partner for 31 years, and they have three children. Their oldest daughter is married to a Naval Pilot; she is a dance teacher and quite involved in the Kids At Heart organization. Son Michael, is a UNM Graduate with a Finance Degree. He is currently a full time missionary. And their youngest daughter is just beginning her trek to become a Marine Biologist. Debbie has been Barry's partner in business as well as life. In 2010, they acquired the Albuquerque franchise of the largest staffing company in the world—Express Employment Services. That organization put 500,000 people to work during 2017. The Albuquerque franchise is doing pretty well too. They have experienced a 174% increase in placements in the last nine years. Barry attributes their success to their operating creed: "Respecting People - Impacting Business". Express Employment Professionals understands the difficulty of changing/finding employment. Their staff is genuinely concerned about the individual and not just the fee that might be involved. Whether you are a company looking for workers, or a worker looking for a job, Barry's organization can help. Their primary classifications of expertise are administrative staff and light industrial workers. The categories of placement can be either Temporary; Temp-to-Hire; or Direct Hire. Temporary category would be for a short time job or project. Temp-To-Hire would be where the business can test the worker for a period of time and determine whether there is a good fit before committing to a long term employment relationship. In this category, if the worker is on your work force for at least 13 weeks, then converting them to a direct employee can be done without any additional commission cost. The Direct Hire category is where Express just finds a specifically qualified person to be immediately placed on the client company's payroll. As the name "Express Employment Services" implies, they don't just provide employees, but they provide related services as well. A couple of those are Skills evaluations and regulatory advice/assistance. As all businesses know, there are a substantial amount of regulatory issues for which experienced advice would come in awfully handy - preferably before the government agency gets involved. Background checking is a common, and probably very necessary, practice these days, but....there are regulations to be aware of in that arena too. The background checking policy (including social media account reviews) must be consistent, and not too restrictive. Barry and his company can provide assistance and education about all that as well. If you are in need of employees, and you don't want to take the time to review a ton of folks, contact Barry 505-508-2162 to see how he can help you locate the right person for the job.

Contact information for Executive Director: Kevin Lorenzen

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Business Leads:

None noted today.

Reciprocity:

No written notes received today because I forgot to leave the forms on the tables. My apologies. I did recall, however, that John Mead; Robert Biernacki; Terry White; Frank McCallister; Paul Jew and a couple of others, did express appreciation for work or assistance from Rion Marcus; Scott Peck; Barry Porter; Mike Blomker; and other members.

◆ Second announcement of a potential new member:

Fyzical-Albuquerque

Representative: Kale Isaacson, PT

Category: Outpatient orthopedic physical therapy & rehab

Sponsors: Lee Trussell & Scott Lardner

If you have an objection to this company becoming a member, or if you have 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.

- ◆ Our Christmas/Holiday party will be December 8th at Hotel Albuquerque. Details and sign up sheets will be available at our weekly meetings later this month. If you want to reserve one of the special \$109 rooms that have been set aside for our group, call the hotel at 1-800-237-2133 and let them know you would like one of the "EAGA Holiday Party Room Block". That rate will only be available if you make the reservations before November 24th.
- ◆ Steven Douglas announced that his current employment at Demand Printing Solutions is ending in a few days, because that company is closing. Steven will retain all the data, art work, etc for jobs that he controlled, so any of your past projects are not lost. Fortunately Steven has secured continuing employment at another print company, so give him a call (cell phone 505-239-9893) regarding any of your previous work. We wish Steven the best as he enters the new adventure and we plan to see him again in the future. Black Smoke and all.

Badge Board Greeters

Oct 23rd	Barry Porter—Express Employment Professionals
Oct 30th	
Nov 6th	
Nov 13th	Glenn Rosenbaum—French Funerals & Cremations
Nov 20th	No Meeting—Thanksgiving Holiday
Nov 27th	

Upcoming Speakers

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Oct 30th	
Nov 6th	Glenn Rosenbaum—French Funerals & Cremations
Nov 13th	John Mead—John Thomas Jewelers
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