

EAGA Business Builder

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The speaker today was Tom Briones—Briones Business Law Consulting



Mr. Briones is a New Mexico native. He is a lawyer and one of the branches of a reputable legal tree. Tom's father, Felix, has been practicing law in Farmington for about 60 years. The elder Mr. Briones has a great reputation for legal knowledge; professionalism; honesty and integrity. Over the years, he has earned many awards and recognitions from his peers (actually the recognition has come from the general legal population, Mr. Briones is at such a high level, he has very few, if any, peers). The younger Mr. Briones received his J. D. degree from the

University of New Mexico in 1993. He then returned to Farmington to work at his father's law firm. A couple of years later, brother Paul also joined the team. Things were good, but Tom really wanted to venture out on his own. When Tom began his firm, his office was in his father's basement. Sort of behaving like a millennial before anyone knew what that was. The first few months were tough, but they (both Mr. Briones the elder, and the younger) weathered the storm. In 1997, searching for a wider variety of clientele, and a future family, Tom moved to Albuquerque. It is apparent that he was successful at both. After moving here, Tom met his wife, Stephanie, and, in 2011, he founded his current company, Briones Business Law Consulting, P.C.. Stephanie received a Business Degree and went to work as Business Manager of the company. Pretty early on she realized that being an office manager was not her real calling in life. (The decision was likely because of her personal interests and not a result of working with Tom). Stephanie headed down a different path, toward her own career. She received a degree in Biology and, after a few more levels of educational success, is now waiting to find out where she will begin her residency as an anesthesiologist. Tom's business has been on a path toward success as well. There are many reasons for the company's positive progress. Such as: Mr. Briones and his team are very well versed in New Mexico business law; Tom stresses the importance of being fair and ethical in all their activities; and his 'outside the box' decision to convert to a monthly flat fee method of billing. Tom says that the monthly billing (instead of the 'standard' billing by the hour) has been beneficial for his firm, as well as for the clients. From his perspective, under this plan, the clients are much more willing to use his services, and the relationships are much less tense, and much more friendly. From the client's perspective, they are more likely to speak with the attorney in the early stages of an issue, instead of trying to save some money by waiting until the problem becomes large and complicated. As noted earlier, Mr. Briones and his staff are very well versed in the intricacies of business law in New Mexico, and they are able to provide legal advice and guidance for making proper decisions throughout the business adventure. A couple of important pieces of free legal advice that Tom provided at our meeting today: 1- "Don't use those on-line legal forms." There are a lot of important details referenced behind the scenes and you could very easily complicate your world with the click of a mouse. 2- "Non-compete agreements are legal in New Mexico (except for those pertaining to doctors' medical services), but there are still important things that should be included / excluded, so be sure to have a competent lawyer prepare the documents. Tom also provided some non-legal, but good logical advice for improving your life and your business. Find the answers to these two questions: "What sucks about your job?" And "What sucks about being one of your customers?" Fixing both of those will improve your world. If you would like to find out more about how Tom, and Briones Business Law Consulting can be of assistance to you, give him a call at 505-246-0120. It would be better if you call while you are contemplating whether or not to take a leap, so that Tom and his folks can provide advice and direction. If you have already jumped into a project and now need extraction options, give Tom a call anyway. You may get a little grumbling, but it will be along with some very good legal advice.

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Business Leads:

None written down today

Reciprocity:

None written down today

◆ First announcement of a potential new member:

I9 Sports

Representative: Roger Linn

Category: Youth Sports

Sponsor: Mark Tobiassen

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.

◆ Board Members please note: The February meeting will be held immediately after our breakfast meeting on Feb 12th.

◆ Aaron Rogers is still recovering from the heart attack, but now also has an additional complication of pneumonia to deal with. As of today (Feb 5th) he was back at Lovelace Downtown. He still enjoys visits from friends, but for now they should be kept to 5 or 10 minutes each so that he can spend his energy for the recovery process.

Badge Board Greeters

Feb 12th	Steven Grant—Downtown Bed & Breakfast
Feb 19th	Ryan Lujan-Grace—Excel Manufacturing
Feb 26th	Tom Briones—Briones Business Law
Mar 5th	Bruce and IB Hoover—Business Environments
Mar 12th	David Dworkski Team 1st Technology
Mar 19th	Frank McCallister—Color New Mexico

Upcoming Speakers

Feb 12th	Robert Biernacki—WaterQuest Landscaping
Feb 19th	J. P. Espinosa—New York Life
Feb 26th	
Mar 5th	
Mar 12th	John Baerman—Susie N Cleaners
Mar 19th	
Mar 26th	