

EAGA Business Builder

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The speaker today was Miguel Mendoza—Perfection Pools & Spas



Mr. Mendoza was born in Mexico more than a few years ago. As a young man, he made his way to southern California and started his journey toward a new career. Although at the beginning, he wasn't quite sure what that was going to be. There were a few major challenges to overcome while figuring out what he wanted to do forever. He was in a new country, didn't have a circle of friends for support, was experiencing a bit of a language difference, and did not have an expansive list of previous experiences. But it is obvious that challenges don't deter Miguel. He took whatever job he could find. As the project would

end, Miguel would be laid off...and he would search again. A determined Mr. Mendoza kept on keeping on. By 1993, he found himself in New Mexico, Albuquerque to be exact. It wasn't very long before Miguel became a 'pool guy'. He worked with a couple of different companies, learning about the pool installation and maintenance industry—and about how it would be much better to work for yourself than it is to work for someone else. In 2002, he and a partner opened their own business. After a few years, the business was OK, but the partnership was not. In an effort to avoid a double homicide; or a single homicide and an incarceration, Mr. Mendoza and his partner decided to dissolve that arrangement. In 2014, Miguel was on his own again, but this time he had experience, much hard earned knowledge, and a pretty good idea of what he wanted his forever career to be. He started Perfection Pools & Spas. And the company, along with Mr. Mendoza, have grown. Let me rephrase. Miguel has been his current size for a little while. By "grown", I mean in reputation, clientele, experience and positive benefit to the community. Miguel and his team can build new pools alright, but a substantial amount of the company's current work is in the repair and refurbishing side of the industry. Miguel says that it is nearly always better to refurbish an existing pool than to tear it out and start over. In the 'old days' the crew would use a barrel mixer, and wheelbarrow the concrete to the pool site, where it was troweled on by hand. Miguel now has a machine that allows one person to prepare the concrete, which is then pumped through large hoses right to where the technician can spray it in place. A bit of troweling is still needed to smooth the surface, but, overall, the new technique is very efficient. It would be pretty difficult to itemize all the things that Miguel, and his crew can do. There are about as many options as there are pools that need work. Fixing or refurbishing each one requires a little bit different technique or twist, but Perfection can do it all. And there is one aspect of the business that Miguel requires always be perfect. Trust. He spends a lot of time vetting potential employees to make sure that they can be trusted. His business is built on the foundation that every customer can be confident that anyone working on their job is trustworthy. And Miguel stakes his reputation on it. If you have a pool, or spa, or if you are thinking about how nice it would be to own one, give Miguel a call at 505-261-2524. He will be glad to discuss options for whatever you need. But please remember that Miguel is not available 24 hours of every day. He does have an off duty life too. He has a wonderful wife that has managed to put up with him for 28 years. They have three great daughters—and grandchildren, too. From the presentation, it appears that grandson, "Little Miguel" has as much energy as Old Miguel. And then there is the cabin project currently underway near Cuba, NM. In his spare time, Miguel has been building this future hide away . From the current status, it appears that there may not be any formal design drawings, but the structure will be at least 28 ft high. That is about the height of the gun turret, or bell tower, or whatever that current wall will be. And, Mr. Mendoza is definite...there will not be a pool anywhere on that property.

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Business Leads:

None written down today

Reciprocity:

None written down today

- ◆ We are again accepting credit card payments. Please make sure to have your invoice number ready when you ask Lou to process the payment.
- ◆ Update on the printed Membership Directory: The new directories should be completed and ready for distribution within the next three weeks.
- ◆ The Golfing Event has been scheduled for Thursday, June 6th. Shotgun start about 1:00. More details and sign up sheets will be provided at upcoming meetings.
- ◆ Summer Bash has been scheduled for July 13. It will be at the Houser Estate again this year. More information in the coming weeks.
- ◆ Annual Christmas Holiday Party will be on December 7th, at Hotel Albuquerque. More info later.
- ◆ First announcement for a prospective new member

Amazing Jumps, Tents & Events

Representative: Bobby Aragon

Category: Party Rentals & Event Specialists

Sponsor: Michael Johnson

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.

Badge Board Greeters

- Apr 16th Rion Marcus—New Mexico Chiropractic Center
- Apr 23rd Paul Hanna—Hanna Plumbing & Heating
- Apr 30th Paul Losey—Covenant Schools of America
- May 7th Scott Wilson—Crane Services Inc
- May 14th

Upcoming Speakers

- Apr 16th Kale Isaacson—Fyzical Therapy & Balance Center
- Apr 23rd Scott Lardner—Rocky Mountain Stone
- Apr 30th Scott Wilson—Crane Services Inc
- May 7th
- May 14th

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