

EAGA Business Builder

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July 16, 2019

Today's speaker was Kevin Lorenzen—AFLAC



Mr. Lorenzen was born in South Holland, Illinois. That is a suburb on the south side of Chicago. He even attended the same high school as another EAGA member—Jerry Becker. The high school reunions for the Albuquerque chapter are pretty small, but it is still a pretty amazing coincidence. For higher education, Kevin received a B.S. Degree in Metallurgy from the University of Illinois. Part of the college adventure was a 'field trip' to study processes at Los Alamos. Mr. Lorenzen grew up as an Illinois Flatlander. The trip to our part of the world exposed him to mountains, and trees and probably amazing sunsets, so he headed back this way for work after his degree. That was in 1983—at the leading edge of the cellphone development. In those days, someone so inclined could purchase one of the new Motorola cellphones for less than \$4,000 (\$3,999.00). And that was the model without texting capabilities, no camera, calendar, or anything else. Just the ability to make and receive calls, so long as you knew someone else that could afford to spend \$4,000 for their own device. Kevin probably had other valuable and rewarding activities during his 25 years of work in the semiconductor industry, but probably the most important was his encounter with his wife, Arlene. At the time they met, she was working at Intel. Then a few years in another career before being coerced back to Intel just a few weeks ago. Kevin and Arlene have 4 children. Seneca is their 23 year old, engineering degreed daughter. Eldest son, Eric's degree is from San Diego State, and he currently holds a job as a computer coder in Golden Colorado. Younger sons Hunter and Garrett are at the beginning of their careers as they attend school in Arizona. Daughter, Seneca, was diagnosed as having cancer when she was about 7 years old. At the time, Kevin's job had him traveling quite a bit and he was actually in the process of figuring out what a different career should be. Seneca's illness, and the history of the parents of both Kevin and Arlene having had cancer, led Kevin to Aflac. That company had a large commitment to fundraising for childhood cancer research. Kevin has now been with Aflac for 13 years. American Family Life Assurance Company, Aflac, was founded in 1955. No. They didn't always have a spokesduck. Not sure what, or who, was the mascot in the early days, but the duck has held that slot since just after the turn of the century. Aflac does not provide Major Medical Insurance. They provide supplemental insurance. That means that Aflac just gives the policyholder money whenever a covered incident occurs. Medical insurance contains out-of-pocket limits (could be \$7,900 per insured; \$15,000 for the family) that must be met before the insurance company begins paying. And when they do start paying, it is only 80% of the bill. A serious incident, such as a broken leg, could cost \$17,000 to \$35,000. Considering the O-O-P limit, and the 80% limit, and the lost wages from being off work, mathematician or not, it is pretty easy to figure out that the insured is holding a pretty good sized bill that needs to be paid. Studies indicate that most workers these days cannot even afford to pay \$1,000 for an emergency. Supplemental insurance doesn't behave the same way as major medical. In the above example, a properly insured client would just receive a check for \$5,000 and then another amount (based on 60% of pre incident wages) each month the client has to be away from work. Aflac provides supplemental insurance for accidents; critical illness; hospital; short term disability; dental; life and other situations. Most often, supplemental insurance premiums are paid by the employee, but when Aflac is arranged through an employer, there could also be tax savings for both the employee and the employer. If you would like to arrange for your employees to purchase Aflac through a company sponsored plan; or if you would like to investigate Aflac coverage for yours family or employees, give Kevin a call at 505-771-9393. He will gladly explain any / all of the coverages that are offered. And he will gladly help set up any employer related program you would like for offering coverage to your employees. He will also emphasize that policy premium rates will remain the same for the life of the policy, and that funds are most often paid within 1 day after a claim has been filed. You may even get him to answer the major question - Cubs or Sox ? - or....shutter....a team from some other city.

Contact information for Executive Director: Mario Hernandez

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Business Leads:

None noted today

Reciprocity:

“Mahalo to Mike Williams and his team at Builders' Source/Baillios. They sold and installed a beautiful 85" diagonal smart television to Verus Research for a new conference room at its HQ. It fits the room perfectly and while the company management intended it to be used for customer presentations and staff training, so far the staff is just admiring the quality of the picture and the customer service.”

- Jeff Sakamoto—Southwest Business Advancement

- ◆ The Shockwave training session has been postponed because there were not enough participants signed up. It will be rescheduled to a more popular day and the date will be announced shortly.
- ◆ EAGA Summer Bash will be August 24th. Sign up sheets will be made available at the next few meetings. The event is free for EAGA Members and their spouse/significant other. Guests are encouraged, but please note that that it is an “over 18 event” if you plan to bring other family members. Fee for any guest is \$50 per person. If you have questions, please contact one of the Bash Committee Chairmen: Pat Maloy or Dan Mowery.
- ◆ Second announcement for a prospective new member
 - Southwest Composite Works, Inc.
 - Representative: John Groth
 - Category: Manufacturing
 - Sponsor: Barry Porter

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

- July 23rd Miguel Mendoza—Perfection Pools and Spas
- July 30th John Baerman—Susie N Cleaners and Alterations
- Aug 6th Phil Menicucci—Paramount Custom Cabinets
- Aug 13th Paul Jew—Moji Studios
- Aug 20th Lou Rodges—Retriever Merchant Services
- Aug 27th
- Sept 3rd No Meeting—Labor Day Holiday
- Sept 10th Raul Rodriguez—Kings of Wrap

Upcoming Speakers

- July 23rd Jack Thompson—Legacy Mortgage
- July 30th Michael Johnson—Shockwave Defense
- Aug 6th Guest Speaker, John Stomp—Albuquerque Bernalillo County Water Utility Authority
- Aug 13th Bobby Aragon—Amazing Jumps, Tents and Events
- Aug 20th Tim Simms—Territorial Scaffold
- Aug 27th
- Sept 3rd No Meeting—Labor Day Holiday
- Sept 10th