

# EAGA Business Builder

eaganm.com

pandemic is almost in the rear view mirror— June 2, 2020

## Today's presenter was Kevin Lorenzen—Aflac



Mr. Lorenzen grew up in the Windy City and stayed in Chicago through his college years. Kevin graduated from the University of Illinois with an Engineering Degree. To be specific, it was a BS Degree in Metallurgy (FYI- Wikipedia says: "Metallurgy is a domain of materials science and engineering that studies the physical and chemical behavior of metallic elements, their inter-metallic compounds, and their mixtures, which are called alloys. Metallurgy encompasses both the science and the technology of metals. That is, the way in which science is applied to the production of metals, and the engineering of metal components used in products for both consumers and manufacturers..."). OK. But what does one do

with a metallurgy degree? Well, in Kevin's case...first you get an MBA Degree from the University of Phoenix. Then you go to work for a large technology company like Motorola. The work must have been interesting and beneficial because Kevin stayed with that company for 25 years. He was there when Motorola developed the first cell phone. It was on September 1, 1983 when the portable (if you were strong enough) device was introduced. It was finally possible to make, and receive, a phone call without being tethered to a wall jack. True...the brick-like device and its \$4,000 price tag were both a bit hefty, but the owner was now capable of being on the golf course, or at a bar, while claiming to be at the office. Luxury, at \$3 a minute. But being involved in the cutting edge cell phone technology was not the only major notoriety that Kevin gained from working at Motorola. To explain more, we must first note how Mr. Lorenzen got to our part of the country. That adventure was fostered by a 1980 trip when Kevin participated in an internship at Los Alamos. The flatlander resident had experienced trees before, but they were in the vicinity of near-sea-level Chicago. Not until his visit to Los Alamos had Kevin experienced terrain and trees so close to the sky. Whether it was the diminished oxygen, or the genuine beauty of the area, Kevin was in awe of the paradise and certainly wanted to come back to live in this part of the world. After college, Kevin did relocate to New Mexico...and began his employment with Motorola. Fast forward to now, past the cell phone launch, to the days when Kevin's job required regular visits to Intel. Those visits also required regular interaction with Intel's procurement personnel...at least one young lady in particular. That nice circumstance provided Kevin with the additional notoriety mentioned above. He soon became the husband of Arlene Sanchez, then, over the years, the father four great children. Little Seneca is now 24 years old. Sons Eric, Hunter and Garrett are 23, 22 and 21 years old, respectively, and all the youngsters are on their way to their own adventures and great lives. After 25 years at Motorola, Kevin thought about looking for a second career and he encountered Aflac. That company was founded 1955, as a cancer insurance provider. Their business model has changed since then, but the company has remained committed to aiding with cancer research. In the last few years, Aflac has donated more than \$150 million to that cause. Interestingly enough the cancer aspect was what drew Kevin to seek an association with Aflac. Sadly, Kevin's family has been substantially impacted by the deadly illness. His father died of cancer when Kevin was in high school. Then his mother also developed cancer; Kevin's in-laws both died of cancer; and daughter Seneca had a form of cancer when she was 6 years old. When Seneca was diagnosed with cancer, Arlene helped found New Mexico's chapter of the St. Baldrick's Foundation (they raise money to fund children's cancer research). Kevin decided to become an Aflac agent, and he has also become the company's Cancer Ambassador. Aflac's positive involvement in cancer research may have been what drew Mr. Lorenzen to them, but he also believes very much in the products that they sell. Over the years, Aflac has evolved into a provider of supplemental, or gap coverage, insurance. That type of policy is not a car insurance, home owner's insurance, major medical coverage or worker's comp insurance. But it is a conduit for paying cash benefits directly to the policy holder. The funds can be used however the policy holder wants, but the initial intent would be to use Aflac proceeds to cover 'standard insurance' deficiencies in coverage. Before Obamacare, it was quite common for major medical insurance policies to contain out-of-pocket (OOP) requirements of about \$2,000. These days it is not uncommon for the OOP to be in the \$8,500 range. Surveys indicate that most families, could not easily come up with that amount of money. Even for someone that has good health insurance coverage, an accident or illness could be financially devastating. The Aflac policies pay cash for a covered incident, and that money could be used to cover the OOP. But it is cash...so it can be used for whatever the policyholder deems necessary. Aflac offers a variety of policies that pay for things like accidents, critical care, hospitalization, short-term disability; vision and dental; and the inexpensive rates start at about only \$7.00 per month. The policies can be offered to employees through a company's health insurance program, too. Often the employee pays the premium via an income reduction pre-tax program, so the company also enjoys a tax savings—without any extra cost. If you are interested in one or more of the Aflac policies for yourself, a family member, or your employees, give Mr. Lorenzen a call 505-771-9393. He can go over all the policies, and provide information about potential benefits to be derived from ownership. In today's world of high insurance out-of-pocket costs and co-insurance expenses, it would always be beneficial to have a source for supplemental income. Check to see how Aflac could provide that security for you and/or your employees.

Contact information for Executive Director: Mario Hernandez

Phone: 505-239-0259 email: eagaed@gmail.com

8100 Wyoming Blvd NE; Suite M-4 #35 Albuquerque, NM 87113

- ◆ Virtual meetings continue. The next one will be at 7:00am this coming Tuesday, June 9th. The link is noted in the black outlined box in the bottom portion of this section.
- ◆ Board Members please note...There will be a virtual Board Meeting right after the regular meeting on June 9th. A separate link is necessary to join the Board Meeting, so please contact Mario, or President Kit, if you haven't already received that link.
- ◆ We will have board elections on June 16. There are three positions available. Some applications have already been submitted, so you best make contact now if you have an interest in serving or if you would like to nominate another member. To do that, please contact Mark Abramson [losranchosguns@gmail.com]. To become a member of the Board of Directors, you have to have been in the organization for at least one and a half years, and you must currently be in good standing.
- ◆ Upcoming Presenters:  
June 9th: Patrick Wallace—Essential Pest Management
- ◆ We really do need speakers for our meetings. If you would like to take one of the presentation slots and tell us about your company, your personal history, or some other darn interesting or amazing thing, please contact Mario and let him know your preferred date. His contact information is in the box at the bottom of the page.
- ◆ Please note that in the last couple of weeks, there have been some changes to our email list. Additions, deletions and changed addresses. If you need the updated list, please contact Executive Director, Mario, or Bill McCabe.

**EAGA Tue, June 9th, 2020 7:00 AM - 8:00 AM (MDT)**  
**Join the meeting from your computer, tablet or smartphone**

<https://global.gotomeeting.com/join/940475581>

You can also dial in using your phone.

[\(646\) 749-3112](tel:6467493112)

Contact information for Executive Director: Mario Hernandez  
Phone: 505-239-0259 email: eagaed@gmail.com  
8100 Wyoming Blvd NE; Suite M-4 #35 Albuquerque, NM 87113