

EAGA Business Builder

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January 18, 2022

There was not a speaker scheduled for today's meeting



This morning, President Steven decided to use the available time for members to discuss "The Who" opportunities that may be available for them and their businesses. The topic was in the spirit of Mark Tobiassen's presentation earlier this month in which he emphasized the benefits of enlisting the services of others to do work that then frees up your time. After 20 or so minutes of discussion, each table was asked to summarize what they found. There were quite interesting comments. In one example, a member needed to bring materials for use and sale from a new source in Oregon. Initial thought was how he could do that himself and save quite a bit of money. Changing the thought to 'who' could do it instead, resulted in the decision to have it delivered, and pass on some of the cost to customers. Another member provided the example of substantially increasing revenue by no longer asking "How can my partner and I work more efficiently?", but instead asking "Who can we hire to assist in generating revenues?". Still another member presented thoughts from the opposite side of the coin. His question to himself was not "Who can I get to do something that would free up my time?", but instead, "What can I do to promote my availability to be the answer to someone else's 'Who'?" There were many more examples of reaping big benefits by asking "Who can I get to help?" instead of "How can I do this?". Most of the members were actively engaged in the topic, but the tables with Honorary Retired members were at a small disadvantage. After all, those guys most often aren't looking for a 'Who' because they are one. The Little Lady makes sure of that. Also-those members have been around awhile and their thought wanders a bit causing them to ask "Why talk about 'The Who' when it may be more fun to talk about another group, like the Beatles?".

- ◆ THANK YOU VERY MUCH to the members that have signed up to speak at our upcoming meetings. Almost all of the speaking and greeter slots have been filled for the next couple of months. We now only need speakers for March 1st, 8th and 29th, and greeters for March 22nd and 29th. If you can sign up for one of those days, please let Mario know.
- ◆ Second announcement for a prospective new member:
Christians Automotive and Mango Automotive
Representative: Brian Walden
Category: Automotive Repair
Sponsors: Chuck Mitchell, Pat Maloy, Bobby Jackson
- ◆ Second announcement for a prospective new member:
JJ'S Premier Tire and Service
Representative: Christopher Sanchez
Category: Automotive Repair
Sponsor: Roger Linn

If you have an objection to either of these businesses becoming a member, or if you have information that you feel should be considered during the review process, please contact our Membership Committee Chairman, Jack Zipper (jdzipper@comcast.net or via phone at 505-259-5959) as soon as possible.

Leads & Business Information:

Kaufman's Coffee & Bagels will be opening @ 2500 Central SW, bottom floor of the El Vado Place Apartments
-Lionel Specter—Zeon Signs

Badge Board Greeters

Jan 25 th	Mark Abramson—Los Ranchos Gun Shop
Feb 1 st	Bob Rundle—Kolache Factory
Feb 8 th	Philip Menicucci—Paramount Custom Cabinets
Feb 15 th	Hass Aslami—Pizza 9 Franchise System
Feb 22 nd	John Woods—Phocus Real Estate

Upcoming Speakers

Jan 25 th	Bob Rundle—Kolache Factory
Feb 1 st	Dale Armstrong—TLC Plumbing
Feb 8 th	Guest Speaker—District Attorney, Raul Torrez
Feb 15 th	Kit Turpen—Berger Briggs Insurance
Feb 22 nd	Gary Sanchez—The Why Institute

Contact information for Executive Director: Mario Hernandez
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