

EAGA Business Builder

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October 11, 2022

Member Interviews by President Jumisko



We did not have a scheduled speaker for the meetings on October 4th and 11th, so Jukka made good on his promise to use the time for interviewing some members of the audience. On October 4th the selected members were Klinton Hall, Paul Losey and Dr. Nathaniel Roybal. On October 11th the members Lonnie Carreathers and Lance Darnell.

Mr. Hall is the representative for Lobo Wealth Strategies. He became a member when he took the place of Steve Bacchus as representative for New York Life Insurance-one of the founding members of EAGA. In 2007 Klinton changed categories to Financial Planning. An ideal customer for Klinton is someone that is a disciplined investor with a propensity for saving. There are no road maps in the investment industry. Knowledge comes from experience and continually adapting to the ever changing financial world. Klinton notes that if you currently have funds in the stock market, history tells you to ride it out if you don't need the money right away. The market may be down, but it always comes back. Sometimes it just takes a little longer. Klinton's hobbies are motorcycles, fly fishing, and traveling (mostly to Wyoming to visit that special lady).

Paul Losey is the representative for Covenant Schools of America. He has been a member of EAGA since 2017. Paul and his wife, Pat, have two daughters and eight grandchildren that range in age from 3 1/2 to 22. Three grandsons are heavily involved in ice hockey in the professional, or near professional level. Mr. Losey's career life began a long time ago when he worked as a Registered Nurse. Then he was in medical equipment sales for 20 years. His next adventure began when he was encouraged to get into the education field. Not certain if he should take that step, Paul attended a conference regarding early childhood educational processes and opportunities to see if he could find inspiration that would assist in his decision. Mr. Losey received the inspiration via a very real and very direct divine message, and for the past 22 years has been providing children with a proper balance of play and learning in a nurturing and Christian environment.

Dr. Nathaniel Roybal is the representative for Retina Consultants of New Mexico and is a very new member of EAGA. He grew up in Mora New Mexico in a family of nine children. His parents are music teachers. Growing up on a ranch, Nate became very familiar with animals and had actually intended to become a veterinarian. That was before an incident with a game warden that resulted in a community service requirement. His community service was working as an EMT and the enjoyable experience led him to pursue a career in the human (instead of other animal) medical profession. Nate's major hobby is horseracing and he noted that the industry is the third highest revenue producer for the state. There are five racinos that provide facilities for parimutuel and advanced deposit wagering. New Mexico's revenues could be even higher, but currently, they do not allow out-of-state betting (because of provisions in existing Tribal Gaming Agreements). Dr. Roybal is President Elect of the Albuquerque Medical Association. Right now he is working to recruit and retain doctors throughout the state. During the pandemic nearly 30% of the retina doctors either retired or left New Mexico.

Lonnie Carreathers became a member of EAGA as representative for Fireworx Fire Protection. Just recently, that company was dissolved when Lonnie and his partner split up. See page two for the prospective new member announcement regarding Lonnie's new company. Today Mr. Carreathers discussed the balloon piloting that he does in his spare time. He participated in this year's Balloon Fiesta competitions and placed 9th. Lonnie also experienced a 'pants changer' event when he could not find a place to land and couldn't get any altitude because of the winds and weight. At one point he free fell about 45 ft at 22mph and ended up sliding across a casino parking lot while just missing power lines.

Lance Darnell is the representative for Darnell Cable & Fasteners and has been a member of EAGA since 2021. This morning, Mr. Darnell shared some of the challenges and experiences he has encountered regarding the crime in our city. He is firm in the stance that he takes things very seriously when any of his team members are threatened. And Mr. Darnell is not one to be taken lightly. He is an avid hunter and spoke a little about his adventures hunting both black bears and Grizzly Bears.

Thank you to these members for their sharing their information and a huge thank you to Jukka for making the meeting time very interesting and beneficial. When there is not a scheduled speaker, the morning has a potential for becoming just a 'talk amongst yourselves' adventure. Those are enjoyable enough, but Jukka's plan has certainly been more universally informative and very worthwhile.

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

Leads & Business Information:

None submitted this week

- ◆ President Yukka's tip for this week expressed the importance of search engine optimization (SEO) for your company's internet presence. If you want people to find your website, and ultimately, information about your company and what you have to sell, your data has to appear high in the list of user's search results. SEO involves the tools and the processes used to improve your website's position in search results pages.
- ◆ Last week's social event and cornhole tournament was an experience of good food, good drinks and a lot of fun. Cornhole tournament winner was the team of John Mead and Pat Maloy.
- ◆ First announcement for a prospective new member:
 - 1st Service Team
 - Representative: Lonnie Carreathers
 - Category: Life safety services
 - Sponsor: Phillip Menicucci
- ◆ Second announcement for a prospective new member:
 - Buildology
 - Representative: Tyler Niedermeyer
 - Category: Paver Manufacturing & Hardscape Sales
 - Sponsor: Dale Armstrong
- ◆ Second announcement for a proposed category change:
 - TLC Plumbing & Utility
 - Representative: Dale Armstrong
 - Requests Category Change To: HVAC

Badge Board Greeters

Oct 18th Damian Pascetti—Pascetti Steel
Oct 25th Kevin Gullick—SealMaster
Nov 1st Paul Losey—Covenant Schools of America
Nov 8th Lance Darnell—Darnell Fasteners
Nov 15th
Nov 22nd NO MEETING—THANKSGIVING HOLIDAY
Nov 29th John Woods—PHOCUS Real Estate
Dec 6th

Upcoming Speakers

Oct 18th Carla Sonntag—New Mexico Business Coalition
Oct 25th Dr. Nathaniel Roybal—Retina Consultants of New Mexico
Nov 1st Mike Krepfl—AAA Pumping Service
Nov 8th Jack Bonsignore—Jump 4 Fun
Nov 15th
Nov 22nd NO MEETING—THANKSGIVING HOLIDAY
Nov 29th John Mead—John Thomas Jewelers
Dec 6th Laurence Saban—AED One Stop Shop

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