

EAGA Business Builder

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November 15, 2022

Today's speaker was Steven Douglas—The Printing Guy



Mr. Douglas is from Chicago, Illinois. He grew up in that city's northern suburbs and "Cubs" is his answer to the Chicago baseball team question. The Douglas family moved to Albuquerque when Steven was 11 years old, so he had an opportunity to get his high school education at the infamous Highland High. Mr. Douglas began earning money with his first job at the Ita Italian Ice facility near 'the old neighborhood'. At one point in his young adult days, Steven was an aspiring magician. He often visited the old Fools Paradise store for props, etc. Steve didn't mention any headliner performances, but he must have been pretty good at some aspects of the hocus-pocus world. On visits to Fools Paradise, he was able to cast a magical spell on a young lady named Emily. It has been about 31 years now since Steve and Emily were married - each in their own wedding dress (Steve's was his Scottish Kilt with the Douglas family tartan). In the ensuing third of a century, the Douglas family grew to include seven children and seven grandchildren. Steve and Emily are rightfully proud of their clan, and this morning Mr. Douglas (meaning the oldest of the seven Mr. Douglases of the family) gave us a little information about each child: Brandon is the eldest child. He and his wife have all seven of the grandchildren, including a couple of adopted and special needs youngsters. The next eldest son, Stafford, is a professional actor. He has been a member of the Screen Actors Guild for ten years and sports a resumé that includes many impressive roles—such as playing Billy The Kid in the TV series "Gunslingers". Third son, Easton, is 27 years old and a member of the Tech Support industry in Denver. Next, in age ranking, is the oldest, and the youngest girl of the family. Emma is 25 years old and working as a Paralegal. She will receive her degree this coming spring. The next youngster is 15 year old Scotlan. He is a budding musician, already proficient at playing a variety of musical instruments, including piano, trombone, flute and guitar. Son, Emiston, is 13 years old and showing a big interest in science related stuff. The youngest Mr. Douglas (at least for now) is Rigby. He is 11 years old with still plenty of time ahead to figure out what he would like his life challenges to be. Even with the big, and obviously very active, family, Steve is still able to have time for a couple of other adventures. He is a member of Black Smoke, a blues band that performs at various events, weddings and other social activities in Albuquerque and the surrounding area. But, probably the most financially productive of Steven's adventures is when he turns into "The Printing Guy". This version of Mr. Douglas has been involved in the printing industry for thirty-five years. It began that long ago when he was looking for "just a job" and applied for the position as an outside salesman for a printing company. He was hired, then continued on up the ladder (or whatever term is used in the printing world to describe improving your situation). Finally (at least so he thought at the time), Steve worked his way into a good position at Demand Printing Solutions. He figured he would be there until retirement at some point in the distant future. It didn't work out that way. The owner began mis-managing the company, then abruptly chose to close the business, without much notice to Steve or the other employees. In October of 2018, Steve's professional world went from flying along in a productive job, with a sense of relative security, to being tossed away, without a golden parachute (actually no parachute at all) and crashing into a 'what do I do now' world. As we know, Steven is not someone that would just mope around wondering why things went so badly. He figures out how to productively proceed from wherever he finds himself. In this case, he pondered things for a very short time, then decided to just start his own business. He would still be doing what he enjoys (and is very good at), so why not name the company appropriately. Mr. Douglas donned his super hero cape (actually it was a dress shirt and tie) to become "The Printing Guy". In a very short time Steven has built an impressive business. He operates under the principles of "Never lie"; "Never make up excuses"; and "Keep your promises". His reputation is outstanding and his products are great. For Steve, integrity and excellence are the name of the game. If you are in need of printing, give The Printing Guy a call at 505-539-9896. He is able to provide a plethora of printed products. From the standard items like holiday cards, door hangers, brochures and booklets, to the not so ordinary items like table covers, retractable banners, A-Frame signs, variable print mailers (individually addresses as needed) and pocket folders. With a little coaxing, Steve can find illusive items like a "Kellerville" banner. And The Printing Guy even has the experience and knowledge to print some of the lost-art items such as a news letter. For you youngsters that is a paper document which mimics a possibly lengthy, but well thought out email (as if such a thing existed), only the newsletter is professionally formatted and graphically enhanced as needed. And the newsletter can be physically held by the recipient so that it becomes more personal, and so much more appreciated. If you are looking for a negative to such a thing, it would be that 'reply all' is not a very easy option. Please check with Steve to find out all that he can do for you - print wise.

Leads, Notes & General Business Information:

Thank you to Rick Reese for preparing our annual non-digital calendars.

John Menicucci—Berger Briggs Real Estate & Property Management, Inc.

You still have one more weekend to see Kit Turpen and his wife Toni as they perform in a Landmark Musicals production of White Christmas. It is at the Rodey Theatre and the remaining performances are 7:30 pm on December 9th and 10th, and 2:00 pm on December 11th. Tickets are available via landmarkmusicals.org

◆ Welcome to our two newest members:

Buildology	Representative: Tyler Niedermeyer	email: tyler@cregoblock.com
AirWell	Representative: John William (JW) Biava	email: jwbiava@airwellnow.com

- ◆ The EAGA Holiday Party will be held at Hotel Albuquerque on Saturday, December 10th. Cocktails at 6pm; Dinner (NY Strip Steak or Red Snapper) at 7pm. There will also be pre-party drinks in the Presidential Suite from 5pm to 6pm. Following dinner will be dancing and door prizes. The event is free for EAGA members and their spouse/significant other and \$100 each for guests. Signup sheets are now available at our Tuesday meetings. The hotel has set aside a few rooms at an EAGA discounted rate for the night. If you are interested in securing one of those rooms, please click [this link](#) to setup your reservation.

◆ Second announcement for a prospective new member:

Best Buy Drugs
Representative: Martin Salas
Category: Pharmacy
Sponsor: Rich Rosley

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 our Membership Committee Chairman, Jack Zipper (via telephone number 505-259-5959 or email at jdzipper@comcast.net) as soon as possible.

Badge Board Greeters

Nov 29th John Woods—PHOCUS Real Estate
Dec 6th Scott Lardner—Rocky Mountain Stone
Dec 13th Larry Sonntag—New Mexico Business Coalition
Dec 20th
Dec 27th **THERE WILL NOT BE A MEETING—Christmas Holiday**
Jan 03rd **THERE WILL NOT BE A MEETING—New Year's Day Holiday**

Upcoming Speakers

Nov 29th John Mead—John Thomas Jewelers
Dec 6th Laurence Saban—AED One-Stop Shop
Dec 13th
Dec 20th
Dec 27th **THERE WILL NOT BE A MEETING—Christmas Holiday**
Jan 03rd **THERE WILL NOT BE A MEETING—New Year's Day Holiday**

Contact information for Executive Director: Mario Hernandez

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