

EAGA Business Builder

eaganm.com

April 11, 2023

Today's speaker was Kit Turpen—Berger Briggs Insurance



Mr. Turpen is an Albuquerque native with a brief Colorado history. He was born in the southeast part of the city, but 63 years ago it wasn't called the War Zone or the International District. It was just called a nice part of town to live in. Kit attended Whittier Elementary and Wilson Junior High, but his family moved to Durango, Colorado just in time for him to start high school there. After high school, Kit went on to college in Durango as well. Mr. Turpen met the future

Mrs. Turpen when they were both performing in Oklahoma. That would be the musical, not the state. Kit (a singer) and Toni (a dancer) became a family team almost 41 years ago, and during that time, among other things, they moved back to Albuquerque and raised three wonderful children. Their oldest daughter, Emily, still lives in Albuquerque with her Nuclear Safety Engineer husband and their 5 dogs. Son, Tad, is living in Austin, Texas with his wife and their two children. Very soon, though, that family will be in Oklahoma (the state, not the musical), sadly, causing a slightly longer trip for Kit and Toni to visit the grandchildren. Youngest daughter, Casey, lives in Atlanta with her husband and daughter. Casey is a remote worker for the Presbyterian Hospital Anesthesiology Group, so occasionally has an opportunity to visit Mom and Dad while on a trip to 'the home office'. Kit has other interests too. He is still involved in local theater performances and has been a Rotary member for about 25 years. About seven years ago he was even elected to be a District Governor for that organization. Kit's Rotary district covered New Mexico and Western Texas and he notes how enlightening, and enjoyable, it was to visit the various Rotary clubs and see how each had their own unique way of providing services to their community. Mr. Turpen is an insurance guy too. He has been in the insurance industry for about 40 years; running his own company for a period of time, and working for other insurance companies as well. About four years ago Kit was hired to be the Marketing/Sales Manager for Berger Briggs Insurance here in Albuquerque. Berger Briggs was founded in 1937 and is still a locally owned company. The current owners are four descendants of the original owners and having that local ownership provides the company with a big advantage over the national insurance agencies. Berger Briggs' owners and staff live and work in the areas where their customers operate and are therefore able to better understand the various aspects of a customer's activities. That in turn allows the insurance company to provide those customers with much better service and more appropriate insurance coverages. The Berger Briggs Insurance continues to grow while also improving their operations. The agency has doubled in size over the past four years and recently began work on preparing a new 5-year plan. (Their last 5-year plan was achieved after only three and a half years, so a new plan is in order.) In 2022 they were given a 'Best Practices Agency' award. That is a big deal because the winners are determined after a thorough analysis of the company's performance as well as the quality of people involved and the amount of education that they receive. During this morning's presentation, Mr. Turpen provided us with a few cautions about upcoming insurance rates...Property insurance will probably increase about 12% in the upcoming year. Inflation is hitting the industry like everyone else so they are anticipating rather large costs increases for things like repairs. There have also been large claims paid out over the past few months for wildfire losses, as well as other huge events. All of those will be factored into the calculations with the result being an increase in insurance policy premiums. Similar situations are causing an increase in rates for commercial auto coverage as well. In that area, you can expect increases from 10% to 13%. In addition to the increases in policy rates, there will be some changes in policy restrictions too. In some situations coverage for wild fire damage may not be available at all. In other cases, wording will be added to clarify what actions the policy holder will have to take in order to mitigate possible occurrences before the insurance company will provide certain coverages. It used to be that claims were awarded a dollar value based on the amount of damage suffered because of a covered loss, but these days dollar values are just awarded up to the maximum of the policy coverage, so the insurance companies are paying out a lot more dollars. Kit advises that you should do what you can in playing the insurance game...The idea is to find the best coverage for the least cost. A good way to do that is to review your policies and get competitive quotes at least every three years. If you have fleet insurance for company vehicles, consider installing driver monitoring systems because that will result in a little lower rates for the auto coverage. Make sure that your business (and ultimately yourself) is properly covered with policies like Director & Officer Insurance; Employee Liability coverage; Cyber Security insurance; and Employment Practices coverage. Also remember that the standard policies do not cover what are called 'intentional acts'. That means that incidents involving conceal-carry actions will not be covered by the normal liability policies. If you would like to get more information about your insurance coverage, or better yet, good in depth analysis of what coverage you should have, give Kit Turpen a call at 505-247-0446. He can review your specific situation and provide the needed advice. He can also be coerced into singing a verse, or two, of 'Oh What A Beautiful Mornin'. He believes it and he does a great job of conveying the musical message.

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, Reciprocity & Notes:

None submitted this week

- ◆ John Rockwell is hosting an open house for EAGA members at Sierra Peaks
April 18th @ 8:30am (right after the EAGA breakfast)
Where: Sierra Peaks
4801 Lincoln Rd NE
Albuquerque, NM 87109
Website: <https://www.sierra-peaks.com>
- ◆ This year's EAGA Annual Golf Tournament is set for Friday, June 9th at the Santa Ana course. Cost will be \$20/member, \$85/guest. Hole sponsorships are available for \$100. Format: 4 man best ball scramble. Brown bag lunch. There will be a sign up sheet at our breakfast meetings starting April 18th. If you have a specific question, you can contact Committee Chairman, Jerry Becker vial email jerry@steamaticnm.com.
- ◆ From Mario: Our members have continually shared their challenges with finding and retaining quality employees. The state is offering a training series for small businesses in New Mexico. Monica Sandoval-Johnson is providing the training for free (typically \$50) if you use the promo code "Training23" during registration. If you want to take advantage of this offer you should hurry. The first session is April 19th. Details are included on pages 3 and 4 of this publication. Please direct any questions regarding this event to Monica Sandoval-Johnson: monica@stemboomerang.org.
- ◆ Our Badge Board Greeter list has dwindled again. We need greeters for every meeting after April 18th. Please contact Mario to get on the list, or better yet, just sign up for one of the slots on the sheets that are available at the badge board table each week. You can also sign up to be a speaker during one of our breakfast meetings. There are dates available in late May.

Badge Board Greeters

Apr 18th Michal Kocurek—Atmosphere Commercial Interiors
Apr 25th
May 2nd
May 9th
May 16th
May 23rd

Upcoming Speakers

Apr 18th Tyler Niedermeyer—Buildology
Apr 25th Guest Speaker—Herman Leproski - Delancey Street Foundation
May 2nd Jack Thompson—Legacy Mortgage
May 9th Nestor Romero—The Payroll Company
May 16th
May 23rd

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

Are you one of the many small businesses face challenges recruiting and retaining highly technical talent in New Mexico? Thanks to the funding provided by the State (EDD), we have organized a 6-session training series, ***Effective Hiring & Employee Retention Strategies for NM Small Businesses***. The series is designed to assist STEM-related and manufacturing small businesses in NM. We have a lineup of NM-based subject matter experts who will address the challenges and provide interactive instruction and best practices on topics that include: attracting talent, interviewing effectively, employment law, fostering company culture and employee retention strategies. Please see the flyer below with information on each week's session topic and speaker.

The training series will be held on Wednesdays starting on April 19, 2023, from 4:00 - 6:30 at Q Station in Albuquerque with in-person and virtual participation options. We also understand that finding time to attend can be a challenge. Therefore, **attendees can choose to zoom in to the session each week OR watch the recorded session on at their leisure. Attendance is not required.**

Please Register here: [https://stemboomerang.org/training-program/\[stemboomerang.org\]](https://stemboomerang.org/training-program/[stemboomerang.org])

We encourage up to 4 members of a company to attend including C-suite, managers, HR, and personal. As a New Mexico business, the training series cost is covered by NMEDD (1200 value!). Please use promo code **Training23** at checkout to get the registration fee fully waived.

Please direct any question to myself (reply to this email) or Wendy Ederer at 505-238-3004.

Monica Sandoval-Johnson, PhD

Co-Founder + CEO | STEM Boomerang

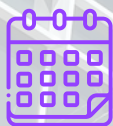
(505) 261-3915

[Boomerang New Mexico \[boomerang-nm.com\]](#) Career Portal



*A Training Series For
New Mexico Small Businesses*

EFFECTIVE HIRING & EMPLOYEE RETENTION STRATEGIES



**First session
starts April 19th**



**Wednesdays
4 - 6:30 PM**



**Q Station
Nob Hill in ABQ**

**Optional Virtual
attendance &
recorded series**

Hiring and retaining talent in a post-pandemic work environment is challenging. If you are facing these issues or if you are a startup with plans to hire within the next year, this training program is designed for you! The State of NM is funding this workshop series that is packed full of experts to help you develop useful strategies for hiring and retaining a workforce.

**Only a \$50 Registration
Fee for NM Small Businesses!**

Register Here:

[www. stemboomerang.org/training-program/](http://www.stemboomerang.org/training-program/)

Networking and refreshments at every session!



monica@stemboomerang.org



**Week 1
Monica S.
-Johnson**

*Recruiting STEM
Talent in NM*



**Week 2
Joe Mercadante**

*Effective Ways to
Attract Top Talent*



**Week 3
Grace Lerner**

*The Art of
Interviewing
Candidates*



**Week 4
Danny Jarrett**

*Employment Law
Best Practices*



**Week 5
Annemarie
Henton**
*Fostering Company
Culture*



**Week 6
Dale Armstrong**

*Retention is the
Heart of Innovation*