

## EAGA Business Builder

eaganm.com

August 8, 2023

**Today's guest speaker was Greg Zanetti**

A brief summary of Mr. Zanetti's impressive credentials: Greg grew up in Albuquerque and graduated from Valley High School in 1976. He was accepted to the United States Military Academy at West Point and graduated in 1980 as a second lieutenant in the field artillery. After postings at Ft. Benning, Ft. Sill, and The Defense Language Institute, Greg was assigned to NATO nuclear artillery units in Germany. After six years in the army, Greg had earned his Master's degree in business and returned home to New Mexico. He went to work as a financial advisor for E.F. Hutton. Simultaneously, he joined the New Mexico Army National Guard. He was promoted to Brigadier General in 2005 and was then deployed to Guantanamo Bay in 2008 where he served as both deputy commander and commander Joint Task Force Guantanamo (JTF GTMO). Greg married his high school sweetheart, Teresa, in June of 1980. They have two boys, Daniel and Michael.

Mr. Zanetti was asked to speak to us today and provide a bit of information from his constant research and give us his informed opinion about the condition of certain aspect of our country. This article is a summary of Mr. Zanetti's discussions: The United states is currently involved in three major wars. The Ukraine/Russia war; a Financial war; and a Geopolitical war.

Regarding the war in Ukraine: We are backing Ukraine with billions of dollars in aid and it is not going as well as the news media indicates. Ukraine is divided, east and west, by the Dnieper River. Historically, the east side consists of primarily Russian oriented citizens while the west side consists of primarily Ukrainian oriented citizens. Russia is taking over much of the eastern section and will likely stop its advances later this year when they have taken over all of that side of the country. Kiev will be evacuated creating thousands more refugees.

Regarding the Financial war: There is a group of five countries who have been working for many years to develop a plan that would hurt the US Treasury market. The group is called BRICS (Brazil, Russia, India, China and South Africa). Their plan is to substantially weaken the dollar and thereby cause a great hardship on the US financial base. Later this month, that group will meet to decide if they are going to issue their own gold-backed currency. If so, they will then demand payment for their goods in only that currency, causing the demand for the dollar to drop. With the already huge dollar supply that exists because of our government programs creating a trillion dollar debt, the drop in demand will serve to massively devalue the dollar. Although the politicians in Washington have plenty of information to let them know what is happening, there does not appear to be any sort of urgency to prepare for the situation, nor have they done anything to plan for a remediation of the potential effects of the BRICS actions on our financial stability. Our government is instead, concentrating on things like gender affirming issues.

Regarding the Geopolitical war: There are 19 other nations (including Saudia Arabia) that will likely join BRICS, and about 50 others that have expressed a sincere interest in doing so (including Mexico, one of our major trading partners). Their ultimate message is "Why do we need the United States for anything? We have a substantial supply of the natural resources needed in today's world. Likewise, we have precious metals, technologically intelligent people, and manufacturing capabilities. There is no need for the United States or their allies." As noted earlier, the people in Washington—both parties—do not seem to realize the severity of the situation. If they did, they would be working to shore up political alliances of our own. The Americas (Canada, United States, and most of South America) have a substantial supply of precious metals, natural resources, technologically intelligent people and industrial capabilities of their own. We don't actually need the BRICS countries. Should those divisions (sort of BRICS vs the Americas) be put in place, we would have a likely additional advantage. Many of the countries that are aligning with BRICS have a long history of not getting along. It is sort of unlikely that agreements to be friends would actually survive for any extended period of time.

Mr. Zanetti also gave us a few other items of interest to ponder: 1) It is now mandatory that banks offer their customers the capabilities of Digital Wallet. That is basically where transactions are handled electronically without paper currency. FedNow is operational. That is the government's entry into the digital currency world. It is being promoted as a way to "...help enable financial institutions to deliver end-to-end faster payment services to their customers." The underlying potential is the ominous part. If fully implemented, the system would allow for the government to monitor and control every financial transaction that occurs. The government would have the ability to block 'non-approved' transactions; or only authorize those transactions deemed by the government to be 'appropriate for the situation'. Such as not allowing purchase of fuel, or goods outside of a 10 mile radius of your home should another government mandated lock down be put in place. Some states are realizing the negative potential of the system and are passing legislation that would limit, or prohibit, those currency systems. 2) Foreign investors are no longer buying our debt (they are actually selling the part they already have) so there will soon be another burden/consequence to be dealt with because of the trillion dollar debt. 3) Financial legislation of a few years ago directed that money you deposit with the bank is no longer your money. It is the bank's money and you are a creditor of the bank. Make sure that your accounts do not exceed the \$250,000 FDIC insured limit. 4) US treasury rates are up to 5.4% now so depositors are withdrawing 'their' money from banks in order to put it in something more profitable. 5) Commercial property values are dropping substantially. The occupancy rates in some large cities are down to 40 to 60%. The building owners are not even able to recover their investment if they were to sell. One such 63 story building was recently valued at \$120 million, but it hasn't yet sold for the asking price of \$10 million. 6) It is quite possible that we will be at war with China by the end of 2025 and they have hypersonic missiles that can travel at 10 to 15 times the speed of sound. We would not have much warning (or defense capabilities) should they launch them at the US. THERE ARE GOOD THINGS THOUGH: The US has been through many tough times before and has prevailed. We can do that again but it will have to come from actions at a local level. Currently we cannot trust the knuckleheads in Washington to fix things. Most of all the desire to make things better has to come from within. We have to have faith; be willing to take on the immense challenges and we have to want to make things better for all of us. Faith and determination can really make an incredible difference. Individuals must take the action at their level and do what they can to make improvements. And find politicians that are like that too.

Thank You! to Mr. Zanetti for sharing his knowledge, insight and thoughts on where our country is at this point in time. And Thank You! for the encouragement that there is a positive way forward and we can all help make things better. But we need to get started.

◆ **First announcement of a new member application:**

**DcJ Solutions**  
**Representative: Douglas Johnson**  
**Category: Quality and Analytics Consulting**  
**Sponsor: Tom Pascuzzi, MD**

**Second announcement of a new member application:**

**BeeHive Homes**  
**Representative: Michael Manning**  
**Category: Assisted Living/Senior Care**  
**Sponsor: Mark Tobiassen**

If you have an objection to either of these companies 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](mailto:jdzipper@comcast.net)) as soon as possible.

- ◆ This year's Trap Shoot will be October 6th. Participants will shoot 50 rounds each (instead of the usual 100). That will shorten the time needed, and will probably create less sore shoulders. There will be lots of door prizes; and a raffle; and breakfast; and a gathering at Rio Bravo Brewing for bragging time after the event. Signup sheets will be available at upcoming meetings.
- ◆ We are sad to note the passing of Al Vaio. Al was a prominent businessman, very involved in our community and an EAGA member for many years. We offer our condolences to his wife, Emma, and their entire family.
- ◆ If you can make a presentation at our August 29th or September 26th meeting, please give Mario a call.
- ◆ We need Badge Board Greeters. See the open spaces below and sign up on Tuesday for the slot you want.

### Badge Board Greeters

Aug 15<sup>th</sup> Lonnie Carreathers—Fireworx Fire Protection  
Aug 22<sup>nd</sup> Lawrence Herrera—Performance Ranch  
Aug 29<sup>th</sup>  
Sept 05<sup>th</sup> There will not be a meeting – Labor Day Holiday  
Sept 12<sup>th</sup>  
Sept 19<sup>th</sup>  
Sept 26<sup>th</sup>

### Upcoming Speakers

Aug 15<sup>th</sup> J.W. Biava—AirWell  
Aug 22<sup>nd</sup> Tim Stewart– Impact Nations  
Aug 29<sup>th</sup>  
Sept 05<sup>th</sup> There will not be a meeting – Labor Day Holiday  
Sept 12<sup>th</sup> Kevin Lorenzen—Aflac  
Sept 19<sup>th</sup> John Mead—John Thomas Jewelers  
Sept 26<sup>th</sup>

EAGA Contact information for Executive Director: Mario Hernandez  
Phone: 505-239-0259 email: [eagaed@gmail.com](mailto:eagaed@gmail.com)  
8100 Wyoming Blvd NE; Suite M4 #345 Albuquerque, NM 87113