

EAGA Business Builder

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Today's speaker was Kevin Lorenzen—Aflac

Throughout his life Mr. Lorenzen has earned some very impressive credentials. He has an MBA Degree and not only can he type 'metallurgical' without the aid of a spell checker, he holds a degree in that field as well. Kevin has been in EAGA for 12 years; was employed in the superconductor industry for a quarter of a century and has been an agent at Aflac for the past 17 years. Aflac (the acronym for 'American Family Life Assurance Company') is a supplemental insurance company. When the company started in 1955, it was named the American Family Life Insurance Company. They soon discovered that another company already had that name, so, as was common back in those more reasonable and less complicated, non-lawyer saturated days, the officers of the two companies just got together to resolve the issue. They flipped a coin to decide which company should be allowed to keep the name. Aflac lost so they changed the "Insurance" to "Assurance" for their new company name. Being a 'supplemental insurance company' means that their policies deal with health related issues, but the payout for the coverages are made in a whole different way than how things are handled by regular health insurance companies. Those standard health insurance folks pay for covered medical services by sending money to the providers (doctors, hospitals, etc). Aflac's payments go directly the policy holder (or designated beneficiary). Aflac differs from those other guys in another important aspect as well...Aflac does not have any co-pay or deductibles to contend with (the 'Obama Care' medical coverages have a deductible that's increased from \$2,000 when introduced in 2010, to its current level of \$9,100). Aflac payments, on the other hand, are schedule based, meaning that the policy spells out exact amounts that will be paid for each covered incident or procedure and the beneficiaries will receive 100% of those amounts. Another Aflac positive is that payments for any electronically filed claim will likely be received within 24 hours. The American Family Life Assurance Company offers more than 15 different coverages, but, for today, Kevin wanted to spend his presentation time discussing only one of them—the cancer policy. Cancer is an issue that Kevin is all too familiar with. Many of his family members have been diagnosed with cancer in one form or another, and most important of them all was his daughter who got that diagnosis when she was 6 years old. It was at that time that Kevin discovered Aflac and their commitment to childhood cancer philanthropy. The company actually initiated cancer policies back in 1958. The father of the two brothers that founded the company died of cancer and the boys saw how it devastated their mother (not only by the loss of a loved one, but by the financial hardships that resulted from the situation). They wanted to do as much as possible to minimize those hardships on other families in similar circumstances. The company has contributed over \$200 million to childhood cancer philanthropy so far. The cancer policies that Aflac offers are also designed to be as beneficial as possible. The company's usual coverages are explained on a one page summary. Their cancer policy, however, takes two pages to explain all of the potential benefits. In addition to providing coverage (and therefore, payments) for a variety of treatments and procedures related to cancer, there can also be payment options for screenings (to assist with early detection which often provides for a more treatable situation) and even for just the diagnosis of cancer. There are three levels of cancer coverage and the policies are customizable and adjustable. As is with all the Aflac policies, once issued, there is no change in premium throughout it's term. No increase for excessive use; no cancellation as long as the premiums are being paid; no limit to the number of times that payments are made for covered incidents. There are even some benefits that are automatically increased in each year, without any change in premium (ie. the payout for a cancer diagnosis increases by \$500 each year). Statistics indicate that 1 out of 2 men and 1 of 3 women will be diagnosed with cancer; and the diagnosis rates are increasing for children. Breast cancer is the #1 cancer diagnosed in US, but it is 4th in death rate. Prostate cancer is the #2 diagnosed, but it is 5th in death rate. Those last two statistics in particular indicate that although diagnosis is high, related treatments are saving lives. If you are interested in finding out how the Aflac cancer policy, or any of their many other offerings, can be of benefit to you, your family, or your employees, you should discuss options with Mr. Lorenzen. His email is Kevin-Lorenzen@us.aflac.com and his cell phone is 505-604-4216. And more food for thought as you ponder whether or not you should acquire one of the policies: Applications are open for anyone between the ages of 18 and 75. The Aflac company has been on the list of ethical companies every year since that list was begun in 2006. Aflac has over 51 million policies and more than half a million companies are offering Aflac coverages to their employees. The policies are portable (they belong to the individual and are not dependent on the person remaining employed at any particular company). The policies have no specified termination date and the premiums will not change throughout the life of the policy. Many members of EAGA can attest to the benefits of having Aflac coverage and to the professional advice and assistance provided by their agent—Kevin Lorenzen. If not already a client, you should give Kevin a call to see what he can do for you. You may even be able to get some fun advice on metallurgy, or some little known facts from the semiconductor industry of yester-year.

- ◆ **Please bring a business card to the meeting on Sept 19th. In keeping with his presentation theme of Antwerp Diamonds, Mr. Mead is going to pull one card and give away a pair of diamond stud earrings.**
 - ◆ **Welcome to our newest member:**
GoPrivateMD Representative: Thomas Pascuzzi, MD Phone: 505-235-2350 Email: drtom@goprivatemd.com
 - ◆ **Second announcement of a new member application:**
Territorial Scaffold, Inc.
Representative: Timmy Simms
Category: Scaffold
Sponsor: Raul Rodriguez
- 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.
- ◆ **We still need Badge Board Greeters and Speakers for upcoming meetings. See below for available dates.**
 - ◆ **This year EAGA's Dr. Jim Fanning Memorial Trap Shoot will begin at 8:45am on October 6th at the Albuquerque Trap Club (9617 Broadway Blvd, SE). The event is free for EAGA members. Guests may be invited at a cost of \$100 each. Participants will shoot 50 rounds each (a few more if you make it into the playoff round). There will also be breakfast, lots of door prizes, a raffle, and a gathering at Rio Bravo Brewing after the event. Grand prize for the raffle is a very nice trap gun - \$100 per ticket. Signup sheets and raffle tickets will be available at the Tuesday morning meetings in September.**

Badge Board Greeters

Sept 19 th	Rich Rosley—A-TECH Security
Sept 26 th	
Oct 03 rd	
Oct 10 th	Michael Kocurek—Atmosphere Commercial Interiors
Oct 17 th	
Oct 24 th	
Oct 31 st	
Nov 06 th	Michael Kocurek—Atmosphere Commercial Interiors
Nov 13 th	
Nov 20 th	
Nov 27 th	

Upcoming Speakers

Sept 19 th	John Mead—John Thomas Jewelers
Sept 26 th	Follow-up discussions regarding solutions for protecting our businesses
Oct 03 rd	Timmy Simms—Territorial Scaffolding
Oct 10 th	
Oct 17 th	
Oct 24 th	Lawrence Herrera—Performance Ranch
Oct 31 st	
Nov 06 th	
Nov 13 th	
Nov 20 th	
Nov 27 th	

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