

EAGA Business Builder

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Today's speaker was Kit Turpen, CIC—Berger Briggs Insurance



First thing up for Mr. Turpen's presentation this morning was some photos and commentary about the second most important thing in his life these days - golf. One picture was of Kit with a couple of buddies when they were recently playing at a private course in Monterey, CA. Had he not been an invited guest, the round of golf there would have cost him about \$1,000. It's good to have the right friends. Kit says that although that course is pretty good, his most favorite to play is the Pasatiempo Golf Course in Santa Cruz, CA. It sounds like he has been to that course a few times. After a little more discussion about the fun, and actually somewhat therapeutic aspects of 'cow pasture pool', Kit's presentation changed to information about the #1 most important thing in his life - family. Kit and his wife, Toni, met while in college when both were cast members in a theater performance of Oklahoma. Kit as a singer, Toni as a dancer. They have been married for 42 years now and have three children, (Casey, Emily and Tad) and four grandchildren (Hayden, Hanna, Russel, and Sierra). Emily and her family live at the Turpen compound, so are very near Grandpa and Grandma. Casey, and her family lived in Atlanta for awhile, but, with great approval from Kit and Toni, have recently moved back to Albuquerque. Son, Tad, is still a little far from 'home' though. He and his family live in Broken Arrow, Oklahoma. It was obvious that Kit is very proud of all of his family and he really enjoys talking about what a great group they are. The remainder of Mr. Turpen's presentation today concerned his insurance profession. Although a valuable part of his life, it may be that on the importance scale, work lags quite a bit behind family, and a little bit behind golf. Kit has been in the insurance industry for a long time. During his career, he has worked at a couple of agencies and he owned his own agency for a few years too. About 5 years ago, Kit was working for HUB International (one of the largest insurance brokers in the world) where he would periodically conduct seminars regarding insurance agent accreditation. After one of the seminars, an attendee asked Kit why he was still at HUB when his knowledge and experience would be of great benefit to a smaller company, like Berger Briggs Insurance (where she worked). They were in need of a mentor and knowledgeable sales person. The discussion caused Kit to do a little investigating about Berger Briggs Insurance. He found it to be a company with a long history (it was founded in 1937) and a very good reputation for caring about its clients and employees. Mr. Turpen decided that he would like to be a part of that too. He is very happy that he made the change. Berger Briggs has been everything that his investigation implied. They always try to provide the best and most useful products for their clients, and they have a professional and positive environment for their employees. Berger Briggs has continued to maintain those desirable qualities even though it has grown substantially over the years. They are now the second largest independent agency in New Mexico, and have two offices in Texas as well. The current owners are Kaelan Brennan, Ryan Brennan and John Hansen. All are all young and are dedicated to maintaining the company's quality of service and positive reputation. Their age provides a level of assurance that the company will not be disappearing any time soon because of older ownership wanting to retire and sell the business. Regarding insurance coverage for your commercial entity: Kit provided some quite beneficial insights and suggestions for how you can be comfortable that you have adequate coverage. --Go through a complete review of your policies at least every two years. You should know what is covered before any catastrophic event happens. During those reviews, pay close attention to the deductible amount. Lower deductibles usually translate into higher premiums, so make the deductible as high as you can afford to pay when a loss happens. --Don't pay for coverage that you will likely never use, or for things that you can easily replace yourself. --"Insurance is no better than your agent", so be comfortable that you are working with an agent who is knowledgeable and will be an advocate for all of your insurance related matters. --Verify that you can actually purchase insurance coverage for any new business or property that you are looking to acquire. Many insurance companies no longer offer policies for losses from natural disasters, and some companies are increasing premiums for coverage for activities in high crime areas. --Flood insurance is only offered via federal programs, but its not very expensive to get that coverage in our part of the world. --Overall, you can expect insurance premiums to rise between 15% and 35% in the coming year. Its because insurance providers are trying to recover losses they incurred during recent catastrophic incidents and because of huge, and arguably ridiculous, legal judgements and claim settlements. There are also the ongoing increases in the cost of materials because of inflation, etc. If you would like to discuss insurance coverage with a knowledgeable and reputable agent, give Mr. Turpen a call at (505) 247-0446. Something that you could do to help Kit succeed: Let him do a free review of your insurance coverage. He will provide an independent analysis of what you have versus what you should have. It could save you a lot of money and hassle. And a couple of positive things to leave you with: Workers Comp insurance coverage will be the only type going down in cost this year; and Kit Turpen can still sing really well.

◆ **Welcome to our four newest members:**

David Montoya—DKM Asphalt email: dkmasphalt@gmail.com Phone: 505-896-4503

- ◆ **We are very sad to tell you that Doug Stewart's wife, Keri, passed away after fighting a lengthy battle with leukemia. She was a very great lady and we offer our prayers and condolences to Doug and his family.**
- ◆ **The Summer Bash will be held on Saturday, July 13th at the home of Kit and Toni Turpen - located at 3 El Nido Amado Rd SW. The event starts at 5:00pm with hors d'oeuvres, drinks and games. Dinner will be served at 7:00 pm. The meal will be catered by Chello Grill and will include portions of steak, chicken and salmon, as well as a variety of side dishes. The theme for the Bash this year is "En Blanc" which means "in white", so get out those white duds and join the party. The Bash is always a lot of fun and is a great opportunity to visit with members and their spouses in a social setting. Sign-up sheets will be available at our Tuesday breakfasts, so get your name on the list soon and plan on attending. There is no cost for members and their spouse/significant other. Guests maybe invited at a cost of \$30 for an individual and \$50 for a couple.**
- ◆ **The Summer Bash Committee will have their final planning/prep meeting at 5:30pm on Thursday, June 27th. It will be at the home of Larry and Carla Sonntag. You will receive an email with the address and an R.S.V.P. request before the meeting. That will be the final meeting before the event so all committee members please plan on being there to confirm you are well in control of your responsibilities.**
- ◆ **We need badge board attendees. Please let Mario know what day you can coer those duties.**

Badge Board Greeters

June 25th Lance Darnell—Darnell Cable & Fasteners
July 2nd **No Meeting because of the 4th of July holiday**
July 9th
July 16th
July 23rd
July 30th
Aug 6th

Scheduled Speakers

June 25th Scott Lardner—Rocky Mountain Stone
July 2nd **No Meeting because of the 4th of July holiday**
July 9th Rich Ringrose—Albuquerque City Lifestyle Magazine
July 16th
July 23rd Michael Manning—Beehive Homes
July 30th PHOCUS Real Estate
Aug 6th

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