

# EAGA Business Builder

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## Today's speaker was Michael Manning—BeeHive Homes



Michael was born in St. George Utah. He really liked the 'Pleasantville' atmosphere in that community and would have been quite content to continue living there at least past his high school years. His Dad had a different plan though. Michael's father owned convenience stores in St. George, but, when Michael was 13 years old, the elder Mr. Manning decided to start doing something new - and it involved moving to a new home, in a new state. Michael, and probably a couple of his 8 siblings, weren't very happy about moving away from their friends and familiar way of life. Dad was originally from Kirtland, NM, so moving to New Mexico didn't seem to be an unreasonable thing - to him. The plan was to move to Los Alamos, and the family had even had signed a lease for a house there. Then, according to Michael, divine intervention tried to happen. That was the year a major forest fire destroyed a large part of Los Alamos, including the leased house. Michael couldn't talk his father into understanding that it was a sign for them to stay in Pleasantville. With Los Alamos no longer a good option, the family wound up in Albuquerque...and Michael immediately noted that the atmosphere here was light years different than where he wished he was. The first night here, the news reported 6 murders. Although it will be a long while before Albuquerque reaches the Pleasantville status, there are things here that have turned out OK for Michael. As a matter of fact, some things have turned out to be amazingly good. While attending La Cueva High School, he met his future wife. He was 15 and she was 14. They've been friends ever since and have been married for 18 years now. While in high school, Michael also discovered wrestling. He still likes the sport, but his interests have also been redirected toward Brazilian Ju Jitsu, which temporarily morphed into an unwise adventure through the world of MMA. The MMA thing lasted a relatively short time, though. When the fists and elbow of a younger and quicker opponent were continually placed against the side of Michael's head, the latter made the decision to move out of that "sport" for awhile. A wise decision, particularly if analyzing how to best use his spare time. Which would be more enjoyable...Having someone punching and smacking him on the head, or spending time with the kids? An easy choice since his children are 13 year old Julia (a Sandia Prep student and athlete) and the always happy and loving 7 year old Bridgett. Mr. Manning also has a lot of not spare time to fill as C.O.O of the southwestern USA franchise of BeeHive Homes. Michael and his brother, Nate, own and operate the business now, but it was originally the operation that their father started after moving the family from 'Pleasantville'. BeeHive Homes operates assisted living and memory care facilities. The Manning's first facility was in Farmington, NM, then over the years more have been added. Michael's direct involvement began after he graduated from college, and after he returned from a service mission to Mexico that inspired him to come back and work in the family business. The company has a rule that their executives have to work as care givers for a time, in order to get a better understanding of the needs of their residents and the services that the facilities provide. So Michael started in the business as a caregiver (and he has interesting stories of the people and jobs he encountered through the process). Then he just kept accepting responsibilities as they became available. In 2017, Michael and his brother, Nate, decided to purchase the franchise from the original investors. At that time they were operating 19 facilities. Now there are 35, with plans to acquire 4 more in the very near future. Most of their locations consist of a single home, but there are also a couple that are a campus style with multiple buildings on a single property. Many of the residents arrive at the BeeHive facilities via referrals from hospitals or nursing homes, so it is understandable that a lot of them really don't want to be there. BeeHive understands those feelings and tries to make the facilities "The next best thing to home". All are built, or have been modified, to provide a more personal feel for the residents. The homes each have common living and dining rooms (with food provided via home-style cooking), and each resident has their own living space, complete with a private bathroom and shower. Most of the homes can comfortably accommodate 15 residents. Although BeeHive operations are non-medical facilities, acute medical care is provided as needed. In order to make sure that all of their locations are always operating at a high level, each facility has its own Administrator, a Compliance Officer physically visits every location on a regular basis, and Michael, the COO, goes to each local facility every week and to remote facilities on a regular basis to monitor and promote the company's culture and to oversee all care of the residents. All of the BeeHive team, from administration to the general staff functions to become the resident's family when their real family cannot be there. If you would like to discuss anything about BeeHive Homes operations, or if you have any questions about their facilities, you can contact Michael at 505-554-2702. If you see a BeeHive brochure on the coffee table at home, and you hear your wife and the kids talking about possibly a place for Dad to go for awhile, don't be concerned. The BeeHive Homes offer a very nice place to live, and you know a guy on the inside.

- ◆ President Mead reminded members of his challenge designed to increase our membership. John is offering a \$250 John Thomas Jewelers gift card to the member that invites the most prospective new members to breakfast during the next 6 months and he is also offering an additional \$250 gift card to the member that gets the most new members actually inducted into the organization during that time. [There could be two different winners, or one member could win both. It all depends on how the circumstances play out].
- ◆ As you are well aware, we have challenges getting speakers for our meetings. Knowing that members are likely a little apprehensive about making a presentation, some of our colleagues have offered to help you become comfortable with that endeavor. If you would like assistance with making an outline for your speech; figuring out how to create a PowerPoint presentation; deciding what topics to discuss; guidance on how to actually speak in front of a group; or almost anything else you may need to get you ready, please contact one of the volunteer mentors: Mark Tobiassen; Dr. Gary Sanchez; Tim Stewart; J.W. Biava; Kevin Lorenzen; and John Mead.
- ◆ EAGA's 2024 Jim Fanning Memorial Trap Shoot has been scheduled for September 21st. It has been set for a Saturday in order to make it more convenient for more members to participate. Additional details will be provided soon.
- ◆ Second announcement of a new member application:  
LMN Associates, Inc  
Representative: Marcus Flint  
Category: Health insurance/employee benefits  
Sponsor: Kit Turpen

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 Membership Committee Chairman, Jack Zipper (via telephone number 505-259-5959 or via email to [jdzipper@comcast.net](mailto:jdzipper@comcast.net)) as soon as possible.

## Badge Board Greeters

July 30 <sup>th</sup>	Terry Roberts—Rocky Mountain RV and Marine
Aug 6 <sup>th</sup>	Kevin Lorenzen—Aflac
Aug 13 <sup>th</sup>	Rich Ringrose—Albuquerque City Lifestyle Magazine
Aug 20 <sup>th</sup>	Rick Reese—Blue Ristra
Aug 27 <sup>th</sup>	Matt Darnell—New Mexico Trailer Depot
Sept 3 <sup>rd</sup>	No meeting—Labor Day week
Sept 10 <sup>th</sup>	Lance Darnell—Darnell Cable and Fasteners

## Scheduled Speakers

July 30 <sup>th</sup>	John Woods—PHOCUS Real Estate
Aug 6 <sup>th</sup>	Mark Tobiassen—Action Coach Business Coaching
Aug 13 <sup>th</sup>	Lawrence Herrera—Performance Ranch
Aug 20 <sup>th</sup>	Paul Wynn—Acme Iron& Metal
Aug 27 <sup>th</sup>	Jack Thompson—Legacy Mortgage powered by Guild
Sept 3 <sup>rd</sup>	No meeting—Labor Day week
Sept 10 <sup>th</sup>	

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