



# AZ TechRoundtable 2.0

with Matt Battaglia

Weekly Podcast

<http://aztrtshow.com/>

c - 2023



# Top Guests: Tech Industry

- ▶ Technology affects all industries these days
- ▶ Past Guests have been involved in many areas including: Big Data, 3d Printing, AR, VR, AI, Biotech, Robotics, GPS, Software, Venture Capital & more..



## AZ TRT 2.0 - Best of Tech 2023 Part 1 Smart Homes & VC Funding, to Tracking & Robots in Factory

### Guests:



Sri Solur



Brett Dooley



Chris Smurthwaite



Daniel Daoura



Host - Matt Battaglia



Doug Bieter

AZ TRT S04 EP35 (198) 9-3-2023



### What We Learned This Week:

- Kenmore is Home Electric the Smart Home from App w/ CEO Sri Solur
- How do Startup Founders ..... Smurthwaite
- Factory Automation + Robots w/ Brett Dooley of Bosch Rexroth
- Track What Matters Most by Pebblebee w/ Founder Daniel Daoura & CEO Doug Bieter

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## AZ TRT 2.0 - Best of Biotech from AZ Bio & Life Sciences to Jellatech

AZ TRT S04 EP26 (189) 7-2-2023

### Guests:



Joan Koeber-Walker



Stan Miele



Stephanie Michelsen



Elsa Abruzzo



Host - Matt Battaglia



Stephen Johnston



### What We Learned This Week:

- AZ Bio mission to improve life sciences, & make AZ a Top 10 Bioscience state
- Aqualung Therapeutics is treating inflammation in the lungs, get people off ventilators & save lives
- Calviri is working on a Vaccine to PREVENT Cancer, currently largest animal clinical trial
- Anuncia Medical has a Re-Flow product to help drain fluid from the brain, treats Hydrocephalus
- Collagen 2.0 - Innovation to Gelatin & gummies

# About the Show



## Business Roundtable with Matt Battaglia

The show where **Entrepreneurs, Top Executives, Founders, and Investors** come to share insights about the *future of business*. We **Profile** the current industry Players weekly in an **Interview** format to give listeners an inside look, and lessons from their own experiences.

**AZ TRT 2.0** looks at the **new trends in business**, & how classic *industries are evolving*.

**Common Topics Discussed:** Startups, Founders, Funds & Venture Capital, Business, Entrepreneurship, Biotech, Blockchain / Crypto, Executive Comp, Investing, Stocks, Real Estate + Alternative Investments, and more...

175+ Episodes as of July 2023

100+ Guests since show inception early 2020 – CEOs of Public Co's, authors, investors, celebrities, inventors, business owners & more

**AZ TRT Podcast Home Page:** <http://aztrtshow.com/>





# Top Guests: Investing

- ▶ Investing and finance are important topics & some of our favorite shows
- ▶ We have covered investing in real estate, stocks, options, funds, cannabis, business, private equity, & more



## AZ TRT 2.0 - Running a Non-Profit Charity The Piper Trust w/ Steve Zabilski

AZ TRT S04 EP27 (190) 7-9-2023



**Guest:**  
Steve Zabilski



**Host:**  
Matt Battaglia



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### What We Learned This Week:

- **Virginia G. Piper Trust** - Virginia & husband Bob Galvin (founder Motorola) created in 2000
- Charity Grants application process
- Investment to grow Trust Fund of \$400m
- **Phx Dream Ctr** staff are largely made up of former victims giving back
- **St Vincent** helps the Homeless Population In Phx
- **A for Arizona** celebrates educators



## AZ TRT 2.0 - Market Cycles, Risk, & Ben Graham's Intelligent Investor - Finance Lessons from BRT

AZ TRT S04 EP29 (192) 7-23-2023

### Guests:

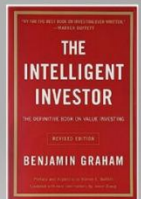


**Drew Niv**  
&



**Host:**  
Matt Battaglia

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### What We Learned This Week

- **Mean Reversion & Market Cycles** for Asset prices
- **Assets + Valuations** - use Risk / Reward analysis, no more 'free' money
- **Market Risk** - can get Treasury Bills at 4 - 5%, risk-free, need good ROI to invest in stocks with risk
- **Wealthy own Assets**, Business, Real Estate, Stocks
- **The Intelligent Investor Ben Graham's** teaching, & seminal investing book - Ch. 8 on Mr. Market, & Ch. 20 on Margin of Safety

# Top Guest: Authors

- ▶ Best selling authors in different industries, sharing insights and lessons from their careers
- ▶ Topics range from tech to business to leadership + more....

**AZ TRT 2.0 - Blockbuster - Built to Fail**  
w/ Alan Payne

AZ TRT S04 EP34 (197) 8-20-2023

Guest: Alan Payne

Host - Matt Battaglia

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What We Learned This Week:

- Blockbuster Video started in 1985, and scaled

**AZ TRT 2.0 - Football Don**  
w/ Ex GM Mike Lombardi  
+ Rick Horrow on Stad

AZ TRT S04 EP38 (201) 9-17-2023



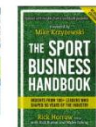
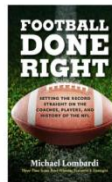
Guests:  
Mike Lombardi

& Rick Horrow



Host: Matt Battaglia

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**What We Learned This Week**

- You don't work in the NFL. You live in the NFL.
- White Oaks of Football - 5 Coaches who revolutionized how the game is played
- Paul Brown's Operating System
- West Coast Bill Walsh - created an offensive philosophy by passing early
- Pete Rozelle (NFL Comm.) propelled football into the #1 sport thru TV
- Scouting for players is about elimination, never about finding. Need a Profile



**AZ TRT 2.0 - TV Tales of The Unbreakable Jay Glazer**  
to Creating Competition Shows from American Ninja Warrior to Hell's Kitchen w/ Arthur Smith

AZ TRT S04 EP28 (191) 7-16-2023

**Guests:**

Arthur Smith & Jay Glazer

Host: Matt Battaglia

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**What We Learned This Week**

- Jay Glazer's Unbreakable mindset gets him thru 'the gray' of his daily life, working on his mental health
- Arthur Smith's describes Reach as striving for our full potential to create amazing things
- Creation of TV classics like American Ninja Warrior & Hell's Kitchen

# Top Guests: Business

- ▶ Guests on the show have run & been involved in business at all levels from: CEO, Founder, Sales, Marketing, Consultant, Investor, & more...
- ▶ There is no Playbook for running a business, but you can get knowledge from other's experiences



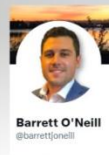
## AZ TRT 2.0 - Shark Tank, Super Bowl Ads, Management Lessons, & Earned Media - BRT Best of Business Part 3

AZ TRT S04 EP30 (193) 7-30-2023

### Guests:



Dave  
Kline



Barrett O'Neill  
@barrettoneill



Tony  
Gonzales



Host:  
Matt  
Battaglia



Rich  
Singer

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### What We Learned This Week:

- Learn to **Recruit, Manage & Delegate** - Need to Set Expectations, the 'How' w/ Dave Kline
- **Earned Media** - Have to do the Work, but the Value + Growth Compound w/ Barrett O'Neill
- Have a Great Story: **Power of a Story - PR & a great business story** got them on Shark Tank w/ Tony Gonzales
- **One Sentence** - What does the Client want to tell the customers, in 1 Sentence w/ Rich Singer



# AZ TRT: Wealth for Life

- ▶ Learn the best strategies for finance and investing.
- ▶ Talking alternative assets, business structures, tax planning & more....



## AZ TRT 2.0 - WFL - How to Achieve **Financial Security** **Control Taxes, Assets & Income**

AZ TRT S04 EP32 (195) 8-13-2023



### What We **Learned** This Week:

- **Financial Security** is about control, but how do you gain control?
- People face **3 Risks** - Market, Tax, Capital
- **Stock Market is volatile**, & cannot control if it goes down, lose \$ & time to recovery
- Taxes are one of the biggest expenses during your earning years
- **Control 3 Things**: Taxes, Assets & Income
- **Invest in the right kinds of Assets** that offer tax write offs and income streams
- **Taxes** are guaranteed to drain wealth.



Host:  
**Matt  
Battaglia**

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# Guest Promotion

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## AZ TRT 2.0 - AZ Bio & Life Sciences | w/ Joan Koerber-Walker

AZ TRT S04 EP37 (200) 9-17-2023





**Guest:**  
Joan Koerber-Walker




**Host -**  
Matt Battaglia

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**Matthew Battaglia**  
AZ Tech Roundtable Host - 20 Yr Broadcaster + Biz Owner / Interviewing Top Leaders on Biz, Tech, Investing & More / Insights for Entrepreneurs, Bus Owners & Execs / Economic Knight + KFNX GM

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AZ Tech Roundtable Host - 20 Yr Broadcaster + Biz Owner / Interviewing To...  
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Cannabis Innovation by Ally Biotech w/ Dr. Chuck & Francis  
NEW Podcast

What We Learned This Week:

Ally Biotech offers highly bioavailable products to leading manufacturers and dispensaries of cannabis products

Cannabis is competitive and it's all about the product quality. Arizona-based Chill Pill TM brand is an expansive line of easy-to-swallow THC soft gels for the cannabis industry.

The goal of the company is to adopt the practices of big Pharma and make high grade products.

FDA and DEA are actually working together. The DEA treats cannabis like any other Schedule One dangerous drug, like cocaine or heroin. Yet it does not have the same affects, nor addictive qualities.

# About the Host



- ▶ **Matt Battaglia** is from NY, and graduated from UMass at Amherst. He has an extensive business career working in sales, mgmt, media and mktg fields. His first job was in his father's vending business in Queens, NY.
- ▶ Radio opportunities brought him to the valley in 1998 where he eventually became a minority owner & GM of KFVN 1100, a talk station in Phoenix. He expanded his business career into different areas from media consulting to insurance / finance. Currently, he also consults with entrepreneurs, business owners, and high level executives on running businesses and financial areas.
- ▶ His main area of focus is usually on the financial end – sales, marketing, cash flow, assets, and equity. He lives with his wife and children in Phoenix, AZ. Matt enjoys coffee, movies, golf, football, NY sports, books (especially on history or business), cookies, a good bourbon, and whatever his wife enjoys.
- ▶ Website: <https://www.economicknight.com/>
- ▶ Social Media:
- ▶ <https://www.linkedin.com/in/matthewbattaglia/>
- ▶ <https://twitter.com/MattBattEK>



# Show Support



Show Airs weekly on 1100 KFNX in Phoenix, AZ

<https://1100kfnx.com/>

<https://1100kfnx.com/weekend-featured-shows/>

The KFNX Team – Including **Steve the Producer**, helps also in the recording & production of the show, including posting the Podcast weekly.

Contributor: Denver Nowicz @ <https://wealthforlife.net/>

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# Thank You for Listening

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