

STATEWIDE

CONNECTION

January 2018

Over
50
Years
Of Service

XXVII, No.1



Exciting News!!!

Hey **Arizona!** Statewide has been working feverishly at putting together a **brand new HO3** for you! It's so new we've decided to give it a special name...

The Diamond Program!

Not only is it well-equipped with coverages, but it's **priced right**, too! We have to admit, our pricing was just a bit out of the range, so we sharpened our pencil, expanded our underwriting and put together a **gem** you are **SURE** to love! **The official launch date is going to be February 15th, 2018.** On that day, when you sign in to our OPUS system, you'll also notice we've made things easier. Click on the Homeowner and Dwelling button, answer **10 simple questions** and now you will only have to choose from **4 different programs!** If you see the **Diamond (HO3) Program** on the list, **HIT IT!** Then sit back and watch the premiums dazzle you. Statewide is **BACK** and in a big way!!!

February 15th, 2018

It's going to be a GOOD day!

STATEWIDE

But Wait, There's MORE!!

Just when you thought we couldn't do any more with the new **Diamond Program** already mentioned, we added an additional facet to this beautiful gem... The **Diamond Program** has a special enhancement available if your risk meets certain criteria. To qualify for this special Diamond 'Preferred' enhancement your single family home needs to be **20 years old or newer**, Valued at or above **\$200,000, PC 1-6**, no more than **1 loss** under \$2,000 over the last 39 months, and has had **prior insurance**. Once these qualifications are met we'll **automatically include 120% Replacement Cost** for Coverage A, **Replacement Cost Personal Contents**, and **\$5,000 Water Backup Coverage!!** This makes our Diamond Program shine like never before and we can't wait for you to try it. If you have any questions about our new program, or if you don't have a user ID and password to our **OPUS** system, simply let **Chris Butterworth (x935)** know and he'll set you up in minutes. You can email Chris as well at cbutterworth@statewide-insurance.com. We know you're going to **LOVE** our new Diamond Program. It's a true gem! (AZ Only)



This Month's Connection Includes:

- February 15th. **THE BIG Day!!** (pg. 1)
- **Diamond 'preferred' Info** (pg. 1)
- **New Feature: Danecdotes!!** (pg. 2)
- **Word Search Puzzle** (pg. 4)

Nevada Garage Update

For our producers in **Nevada**, we sent out a notice recently announcing that the process of switching the current **garage** carrier from Acceptance Indemnity Insurance Company to Occidental Fire & Casualty had been completed. It was. **But now** we've received a notice from our carrier that until the State of Nevada sends a confirmation acknowledging the filing, they are not willing to bind any garage risks with the new carrier just yet. **We'll still honor** any outstanding quotes or bind orders that were issued before this development, but until we get the **'official green light'** from the carrier, we need to hold off for a couple of weeks. We apologize for any inconvenience this may cause you, but rules are rules and we want to make sure everything is done properly. Once we're given the 'go ahead' **we'll send out a special announcement to you all.** (NV)

Hot Market For . . .

What's the latest 'hot item' hitting our desks lately? **The Handyman!** Handymen are in big demand these days and we're writing lots of them in our **Rapid Rater Program** under the Artisan class. As long as no job is bigger than **\$1,000** we have a rate you can't beat. Give the Handyman class a try! (All States)

Danecdotes. . .

*Here is a **new feature** we will be adding from time to time. We asked our President and COO, Dan Braude, to share his thoughts, musings, and whatever else is on his mind. Enjoy!*

It's the start of a New Year and everything we accomplished in **2017** feels like it goes straight into the trash receptacle and we start from scratch again. Which reminds me of a conversation I had with a Producer several years ago when we presented him with his upcoming sales budget. He had had a particularly strong year and his production goals for the following year reflected as much. He commented that every January 1st he wakes up and realizes that he's **just worked his tail off for 12 months** to climb to the top of the mountain, **only to wake up on Jan. 1st to find himself at the bottom of the hill** staring up to the top again. There he is at \$0 (Zero) dollars in production after just completing a really good year, faced with a **15%** increase in his sales budget and the automatic **10-15%** loss of business through sheer attrition (business closings; downsizing; acquisitions, etc.), and thus he felt like he started every year **25% behind the ball**. But I mentioned to him that every year is not only a product of the year that came before it, but it's a product of **ALL** of the years that come before it. **This is a relationship business** and every opportunity we get, every day, every week, every year, we are **constructing** those relationships, **enhancing** those relationships, **building** upon and **strengthening** those relationships. And the more we do that, and the better we get at doing that, the easier it is each year to stand at the bottom of that mountain and know we can accomplish whatever task it is that has been set before us. And to that end, I'd like to say **"Thank You"** for your friendship, your partnership, your relationship, but most of all, I'd like to say **"Thank You" for choosing to do business with us here at Statewide.** We know you have lots of choices when it comes to General Agencies and Wholesalers, and we don't for a second take for granted that you've chosen to contact us. We cherish the relationship we have with you and promise to treat it appropriately. **Here's to a great 2018!!**

A Funny For You . . .



Departuretired

Yep, that's a new word and it's exactly what our personal lines underwriter **Karen Bongartz** did just this month! **Karen has officially retired** so that she and her hubby could travel more. **Chris Butterworth** is still here working at a fever pitch until we can find a replacement for Karen. We will do our very best to make sure each and every phone call is taken care of and that you do **NOT** notice an interruption in service for your homeowners business with Statewide! With our **new rates coming on board February 15th**, we're making sure things go smoother than ever. Your patience during this transition is **most appreciated!** (AZ, NV)

Notes & Notables . . .



On **February 15th** it will be raining **Diamonds** here at Statewide as we launch our newest and greatest HO3 ever. **The Diamond Program**. Better rates, better coverages, better program. **HOLD ON TO YOUR HATS, this is going to be good!**

The **Nevada Garage Program** is back on hold for a couple week until we get the “green light” from the DOI. Once that’s done, we’ll send out an announcement that everything is a “GO!”

And don’t forget about the **Diamond** ‘preferred’ enhancement. It offers a special deal should your home qualify. **Call Chris for more! (x935)**

Did you enjoy **Danecdotes** on page 2? Good, because there’ll be **more coming soon!**

Our next **Personal Lines Training Class** is scheduled for **Tuesday, February 13th**, noon to 1. Stay tuned for your official invite!!

**When I was a kid . . .
No wait, I still do that.**

Now Writing . . .

Here are a few things we’ve written lately . . .

Vacant Dwelling w/ Renovations - **\$2,476**
Computer Repair Service - **\$1,350**
Handyman & Lawn Service - **\$1,810**
HO3 Homeowners - **\$688**
Auto Repair - **\$1,650**
HO6 Condo - **\$598**
Work Comp - **\$9,622**
Used Auto Dealer - **\$13,527**
Restaurant / Bar - **\$2,281**
Mobile Home Policy - **\$497**
A/C Heating & Repair - **\$2,075**
Crossfit Gym - **\$1,025**



What can we write for you today??

Thought For The Month . . .

If you are lucky enough to find a weirdo, never let them go.

Over
50
Years
Of Service

**Some days I amaze myself.
Other days I look for my phone
while I’m talking on it.**

Contest Time!!

Complete the word search on the next page, return it to Dave in marketing and he’ll pick one or two winners for a **\$25 Visa Gift Card!**

Fax it to him at **602-494-6999** or email it to **dranes@statewide-insurance.com**

Last Month Winners:

Marissa T. - Bisbee, AZ
Monica S. - Yuma, AZ



Congrats!!

**Your \$25 Visa Card
is on the way!**

Follow Us On Twitter!

twitter



www.twitter.com/statewideins

Like Us On
Facebook!



www.facebook.com/statewideins

Join Our Group



www.linkedin.com/company/2474878

STATEWIDE

www.statewide-insurance.com

T D P V F L W L G W O N S J R K T R K X L P
H Y E R A U Q S S E M I T B F K A K T T K A
G K N L R Q D N S Y S P N Y J E M N Q R M U
I K M Z J L O Y A C T M T J Y C K T D Q P L
N Q N L L O H G L C A Z R W B G O A L S Y D
D M C P L A V R G M R B E T C Z D T K L T L
I K N L B J R Z R V T N E M K H L P W H S A
M T A I O C J L U D R N W O D T N U O C I N
Y B T N Q C G M O T G N I T T I U Q T G L G
T S X O Q T K M H A V C G B G C T D D L T S
R N Y I K W N M P K R W E N A K M E N T E Y
A O R T F C X M B C F P I L C Y K R I B K N
P I A U K F A M N A N C E B E W J L K D C E
M T U L Y H D T T H N N P P C B M C D T U P
T C N O C N B H S A D L J O O K R N D L B G
M E A S P D E R D A N W D R N B T A C Y O Y
H L J E L R R L R K O Y Q D F L X W T T D C
C F H R T T T T Q N I T V L E Q K P X E W K
L E D I K M F R P M C S J L T K Y N N R Q Y
N R M H A P P Y Z M Z K S A T L K R C X W Y
G E S R E K A M E S I O N B I V T V T G K Y
G F Y J P Q Y S T R E A M E R S Z D C P K P

www.WordSearchMaker.com

Auld Lang Syne

Cold

Happy

Quitting

Ball Drop

Confetti

Hourglass

Reflection

Balloons

Countdown

January

Resolution

Bucket List

Dancing

Kiss

Snow

Calendar

Diet

Midnight

Start

Celebrate

Father Time

New Year

Streamers

Champagne

Goals

Noisemakers

Times Square

Clock

Habits

Party

Toast



Entry Info: Name: _____ Agency: _____



P.O. Box 30527
Phoenix, Arizona 85046
(602) 494-6900 (800) 228-1710