

STATEWIDE

CONNECTION

May 2017

Over
50
Years
Of Service

XXVI, No.5



GREAT NEWS!!!

Here is one of the reasons you should always read the monthly newsletter from Statewide: **Breaking News!!** Effective **July 1st** we are **lowering the rates on our popular DP 3 (Copper) Program!** Look for an official announcement as we get closer to launch. **But wait there's MORE!** Effective immediately, we are also allowing you to write coverage for your clients who own one of the dog breeds that are normally prohibited in many of the various Homeowner Programs. Certain conditions apply. Still the good news is that **now they can get insurance for their home even if they have a dog no one else will allow!** Want more? Ok, how about for **Mobile Homes**, we've **extended the age of homes that can qualify for replacement cost coverage for the home and its contents.** This is just a partial list of what will be happening in the coming months. **Keep an eye on your emails, we're getting serious!** (AZ, NV)



BUGS!!!

It's summer time and as the temperature rises, the **bugs** are coming out to play. In every state and every house there are no shortage of critters, big or small, that want inside. While we try to exist in harmony with nature, we still don't want ants, scorpions or other creepy crawlies in our home! This is the time of year when professional **Exterminators** kick things into high gear. **Statewide has a program just for Exterminators** that you will not only LOVE but you can **rate it right now!** Go to our Rapid Raters at www.statewide-insurance.com and click on the **Artisan Contractor** link in the Rapid Raters, hit the **red balloon** at the top of the page and answer **11 questions** to see who will write your pest control risk at the best price. It's fast, easy and **NO APPLICATIONS NEEDED** until you're ready to bind. We can even write those risks that do termite work. See? We've got just what you need! By using our Rapid Rater system you can get a **quote in minutes** and do the paperwork if and when your client gives you the green light. Call any one of our commercial underwriters if you need assistance, but we're confident the Rapid Rater will take you through the entire process **fast and easy.** (AZ, NV, UT)

This Month's Connection Includes:

- Homeowner Improvements! (pg. 1)
- Now Writing (pg. 2)
- Utah Garage Now Ready! (pg. 2)
- Word Search (pg. 4)

Give Credit Where Credit Is Due!

We want to take a moment to remind you about something **very important** when you quote your homeowner policies with us. Some of you are missing out on taking all the **available credits** in our rating system! To help we added a separate page to assist you in getting all the credits your insured deserves! An example of those credits includes our **customer loyalty credit**. **USE this credit** for loyal clients and even those whose loyalty you want! Also, if they have a roof that is **anything but a shake shingle roof, give them the composite/tile roof credit!** These and many other credits are just waiting for you to apply to your quote making Statewide far more competitive than you might think! If you need help finding more credits to apply, call **Chris (x935) or Karen (x970)**. They're ready and waiting to help! (AZ, NV)

Hey Utah!!

When we asked **Johni Burnside** to join our family and help us grow your beautiful state, we weren't kidding around. With her tremendous talent for underwriting and a personality that won't quit, we knew we had to step up **our** game and give her our best products. Well, here is phase one: **The Utah Garage Program**. This program is designed to provide a market for used car dealers and repair shops selling and repairing **Private Passenger Vehicles which include Pickups, SUVs and Vans**. We offer Liability, Physical Damage and Property coverage. This could be a game changer for your office. Call Johni at **602-494-6920 or 800-228-1710 x920** and let her help! (UT)

Lots of Choices!

While some markets have slim pickings or unreasonable underwriting, Statewide prides itself on having an extensive variety of personal lines products with less hoops to jump through. We're well equipped to take on your **mobile homes, dwellings, HO3, HO2, HO6, and HO8's!** We're also in the middle of re-tooling a **better and stronger DP3** that will knock your socks off! We have **OPUS**, an outstanding rating and issuance system that will churn out a policy in **under 4 minutes**. Best of all it's completely web-based and accessible from any computer. Plus, don't forget about the **\$5 incentive program!!** For every personal lines policy you issue online, we'll send you a crisp \$5 bill in the mail! Finally, we have the best in the business when it comes to customer service, **Chris Butterworth and Karen Bongartz**. They're not only fast and easy to work with, but also really nice people! Want a quote over the phone? Call them! **It's time to start thinking Statewide for Personal Lines!** Go to www.statewidehomeinsurance.com now!

A Funny For You ...

My grandmother is over 80 and still doesn't need glasses.

...she drinks straight from the bottle.



Interesting Fact:

Rubbing a banana peel on mosquito bites can help stop the itching.

Now Writing ...

Here are a few things we've written recently:

DP3 Dwelling - \$588
Event Planner - \$625
Pool Contractor - Work Comp - - \$62,430
Diagnostic Imaging Service - \$3,523
Housekeeping - Residential - \$362
Food Bank/Thrift Store - \$2,300
Apartment Building - \$1,468
Gentleman's Club - \$21,365
Baby Seat Cooler - \$4,500
Lessor's Risk - \$1,500
Rental Store - \$2,325
Tree Service - \$3,596
Tobacco Shop - \$1,086
Personal Trainer - \$750
Janitorial Service - \$650



What can we write for you today??

Notes & Notables. . .

- ▶Personal Lines **IMPROVEMENTS** are on their way!! Keep your eyes peeled for special email announcements in the coming months.. It's a GOOD thing!
- ▶Don't let those **Exterminator** risks out the door without giving them a fast quote for their business in our Rapid Rater. It's minutes away and bug free!
- ▶Remember your premium **credits** when writing a homeowner policy with Statewide! You can discount your quote by as much as **35%!!!**
- ▶**Hey Utah!** Your **Garage Program** is up and ready for you to access. Call **Johni Burnside** for a fast, friendly quote. She's standing by
- ▶Pick your program: **HO3, HO2, HO6, HO8, DP3, DP1, Mobile Homes, Multi-Homes, High Value Homes** . . . we've got them ALL!!

I'm so glad I was young and stupid before there were camera phones.

Questions From Our Readers:

Q: Concerning your Utah Garage Program, do you allow them to do on-site financing?
-Dana M. - St. George, UT

A: Yes we do, Dana! Our Garage Program is one of our best and most used products and we were proud to release it in Utah last week! We got plenty of submissions and our Utah underwriter, Johni Burnside, said that our rates were exceptional and well received by those that sent in a quote request. So, send your quotes to Johni today and let her show you how well we do things in the Garage world!

Thought For The Month. . .

Don't do something permanently stupid just because you are temporarily upset

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Just for fun, call in sick to places you don't even work at.

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:

Kerri F. - Chandler, AZ
Teresa D. - Las Vegas, NV



Congrats!!

Your \$25 Visa Card is on the way!

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www.WordSearchMaker.com

Breathtaking	Exquisite	Marvelous	Spectacular
Brilliant	Gracious	Noble	Splendid
Charming	Grand	Outstanding	Stupendous
Considerate	Handsome	Phenomenal	Sublime
Courteous	Irresistible	Precious	Swell
Dazzling	Luscious	Radiant	Tantalizing
Dignified	Magnificent	Remarkable	Thoughtful
Enthralling	Majestic	Riveting	Wondrous



Entry Info: Name: _____ Agency: _____



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