

STATEWIDE

CONNECTION

June 2018

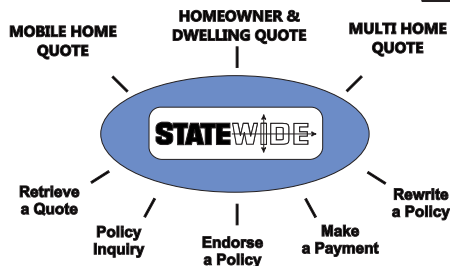
Over

50

Years

Of Service

XXVII, No.6



The Things You Can Do!

Many of you by now are now aware of our incredible personal lines online rating system known as **OPUS**. It's short for **Online Personal Lines Underwriting System**. But it's not just any ordinary rating system. This underwriting system is the result of years of intensive programming, testing, changes, more testing and more changes until we **got it right**. Now you can do more than ever when you sign in to OPUS. Yes, you can **quote** and **issue** your homeowner, dwelling and mobile home policies, but you can also **make payments**, **inquire about a policy's status**, **endorse** a policy and even **reprint forms** should you ever need it. But there's one more trick that OPUS has up its sleeve and that's **the ability to run reports**. You can look at your book of business, upcoming renewals, make a list of policies that might have canceled and slipped through your fingers or just check on an employee's production. There are more report capabilities coming so if you have a special type of report you'd love to see for your agency, we're just a phone call away. **OPUS is AWESOME**. Try it! (AZ, NV)

STATEWIDE

Don't Forget . .

It was our lead article last month and we thought it merited being mentioned again on page one. We have one of the best **Auto Repair Markets** on the street. Our garage program is not only well-priced but it has all the whistles & bells. Along with repair we can do auto **detailing**, **alarm installation**, **window tinting**, and **windshield repair/replacement**. If you haven't tapped into our Auto Repair Program yet, call any one of our commercial lines underwriters and ask for a **price indication** over the phone! We know you're going to love it. (All States)

This Joint's Got Class!

Statewide offers free training to learn about our products and how to use our online rating systems here in our office. Our next classes are:

Personal Lines Training

Wednesday, July 11th, Noon to 1 pm

Commercial Lines Training

Wednesday July 25, Noon to 1 pm

Classes are free, include all materials and lunch! Contact **Dave Ranes** to reserve these limited seats. (dranes@statewide-insurance.com)

This Month's Connection Includes:

- Awesome OPUS (pg. 1)
- Training Schedule Set! (pg. 1)
- Danecdotes is BACK! (pg. 2)
- Word Search Puzzle (pg. 4)

Stylin' . . .

Did you know our commercial lines **Rapid Rater** will let you quote a **Beauty/Barber Shop** on the spot? You do now! Written on a **package** or **mono-line** basis, we have a program that can put snip to difficult applications and rate tables by giving you **a few questions to answer** and putting a **quote in your hands**. We've been writing Hair Salons for years. Call your commercial underwriter and let them show you this Beauty! (All States)

Vacants

Just because it's empty doesn't mean we're not interested in it! Vacant property, whether it's **commercial** or **personal** property is good business for us and we've got the rates to prove it. **Short-term, long-term** we don't care. Just get it over to us so we can get you a quote and bind your policy **today!** (All States)

Just TRY it!

Look, **quit wondering** if we can write that one **thing** on your desk no one wants. Getting an answer is as simple as **picking up the phone**, calling any of our underwriters and running the risk by them. **Home in a PC 10 with poor credit? Donkey Basketball Tournament** coming up? We've seen it ALL, friends. Don't be shy, just call us!! We LOVE a challenge and it only costs you a quick phone call. No apps, no photos, no major story, **just results**. Statewide should be called "**StateWhyNot?**" (All states)

Danecdotes . . .

Musings from the mind of our President / COO Dan Braude

I spent a long weekend in **New York City** recently for a combination of work and play, and outside of the work part, I'm always fascinated by **how frequently I think of insurance**. I'm sure that makes me a boring person, but I can't help myself. For example, I'm having dinner with some old friends on Friday night at a place in Union Square when one of them asks me to remind them what I do. I try my hardest to explain what a "General Agency" is, but at the end of the day, the best example I can give him is the restaurant we're sitting in. "We'd insure this restaurant for both **Liability and Property coverage**," I say. Later in the evening, I'm walking down the steps to the Subway and they're wet because it's been sprinkling. I can't help but think of the massive "**slip and fall**" hazard the City endures on a night like that, with all of the entrances to all of the various subway platforms simultaneously being slippery because of the weather. And as I'm leaving Sunday afternoon to return to Phoenix, I'm in a cab on my way to the airport, and I'm wondering just how much the cab owner is paying for **Commercial Auto coverage**. "Gotta be close to \$10 grand or more per unit" I think. See, **I can't help myself**. New York City is an incredible place to visit and one of my favorite cities in the country, but at the end of the day, it's nothing more than a melting pot of insurance hazards, just like we have here in our part of the world. **Let us help you handle those hazards for your clients.**

A Funny For You . . .

I told the bank teller "I'd like to open a joint checking account."

"Ok, with whom?"

"Whoever has lots of money."



Can you come out and play?

Ever been sitting in your office and **wished** you could just take a break and go somewhere for an hour? Us, too. Did you know our underwriters and marketing staff are **VERY** social and **LOVE** to see our agents? It's true! If you're in the area, **stop by and see us**. Let us show you around and then take you to lunch, our treat! If you'd rather, **call your favorite person here and tell them to come pick you up for lunch!!** It would be our pleasure to come to your office, see your digs and meet the staff. Then, we'll all go out and get a quick lunch, have a laugh and **enjoy a break from our normal routines**. Being in the valley is a must for the underwriters, so those that are out of state need to take advantage of our marketing department's **deep pockets and terrible jokes**. But **Dave** is ready and willing! Are you? Call us. **Let's make it a date.** (All States)

Notes & Notables . . .

Let's recap what we've learned today:

OPUS is more than just a personal lines quoting system. It's a multi-use tool that keeps getting better with time. **Call us** to get a password!

Our **Auto Repair** program is growing! Try it!!

Personal Lines and Commercial Lines **Training** dates are lock in and **ready** for you. **Call Dave** to reserve your seat as they are free but **limited!**

Barber and Beauty Shops are still the rage. Get on the Rapid Rater and quote yours today.

We love **Vacants**. Commercial or Residential.

Let's do lunch! Come see us or let us come to you. Let's all take a break together, shall we?

Tough risk? Call **602-494-6900**. We're ready.

I don't mean to brag but I finished my 14-day diet in 3 hours and 12 minutes.

Now Writing . . .

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

24-hour Gym - Work Comp - **\$481**
Vacant Dwelling w/ Renovations - **\$500**
HO3 - PC 9 - **\$1,112**
Mobile Home Park - **\$1,591**
Paint/Paint Can Recycling - **\$4,024**
House Checking Service - **\$650**
Child Care Center - **\$3,984**
Auto Repair Body Shop - **\$1,408**
Handyman - **\$833**
DP3 Dwelling Policy - **\$498**
Upscale Restaurant/Bar - **\$18,458**
Data Breach & Cyber Liability - **\$1,350**

What can we write for you today??

Thought For The Month . . .

What do people do with all the extra time they save by writing "K" instead of "OK"?

How come iPhone chargers are not called apple juice?

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:

Ana J. - Litchfield Park, AZ
Alma B. - 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

Over
50
Years
Of Service

STATEWIDE
www.statewide-insurance.com

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

www.WordSearchMaker.com

- | | | | | | |
|-------------|---|-------------|----------------|---|------------|
| Ants |  | Centipede | Hornet |  | Sandfly |
| Aphids | | Cockroach | June | | Scorpion |
| Bed Bug | | Crickets | Ladybug | | Silverfish |
| Bee | | Dragonfly | Locust | | Spider |
| Beetle | | Earwig | Mite | | Tarantula |
| Bugs | | Flea | Mosquito | | Termites |
| Butterfly | | Fly | Moth | | Wasp |
| Caterpillar | | Grasshopper | Praying Mantis |  | Weevil |

Entry Info: Name: _____ Agency: _____



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