

STATEWIDE

CONNECTION

March 2020

Over
56
Years
Of Service

XXIX, No.3



Make it Special . . .

We're coming up on that time of year when little celebrations start happening. **Parties, graduations, festivals** and various **holidays** are just to mention a few things that will be popping up as the warmer months begin to approach. Did you know Statewide is exceptional at writing **special events**? We are! We can take care of the **big** ones and the **small** ones, the company **picnic** all the way to the school or neighborhood **festival**. Got a parade coming up? Perhaps a **rodeo** or a church **Easter egg hunt**? How about a **concert** or **talent show**? Getting a quote is easy. You can use our GL app or pick up the phone and call any one of our commercial underwriters to run the event by them. They'll help you piece together a nice little package with a **price you can sell** and they'll do it quick! No one loves a party more than we do. We take pride in helping you help others celebrate those special moments in life. From the **one-day** event to the **multi-day** festival, Statewide would love to take a look at what you've got. Call us! (All States)

Seal the Deal

So, you bound another Statewide homeowner policy for your client. **Good job and THANK YOU!** Now, how are they going to pay for it? **We make it very simple.** You can make a payment from the same system (OPUS) you quoted and bound it in! If the risk is **mortgage billed**, you **do nothing**. We'll send a bill directly to the mortgage company, but if it's **insured billed**, they can either pay by **check or credit card** in your **office** or over the **phone**. They can also wait for the bill to arrive in the mail and pay it then. Either way, Statewide has made it VERY convenient to pay for your personal lines policies. If they pay you by credit card or check, use our OPUS system, so there is NO FEE! If they pay at www.statewidepaysite.com there will be a **small processing fee** for credit cards. **No fees if they pay by check.** Call us with questions! (AZ, NV)



Highlights:

- Special Event? (pg. 1)
- Employee Spotlight (pg. 2)
- Danecdote Time! (pg.2)
- Word Search (pg. 4)

Find a Product Page

Here's a little known fact: Our website allows you to **search our database** for a particular **product** you're looking for. It not only helps you see if we can write something, it also tells you **what application(s) to use** to help you submit a quote!! How about **THAT?** Go to www.statewide-insurance.com and click on the **"Find A Product"** link in the upper right hand corner. Once there, enter a few **key words** and **BOOM**. . . you're ready to roll. Hint: if you leave the field blank and hit "Search", it'll list **ALL** the products we write! You're welcome. (All States)

Danecdote Time!

Musings from the desk
of our President and COO,
Dan Braude . . .

Coronavirus! It's everywhere these days...well, not the virus per se, although it probably IS everywhere, but the news about it. You can't avoid hearing or seeing some story on it every single day, and for good reason. Too often we look at these events as a **local phenomenon** because they don't directly affect us, but **don't be fooled**. This virus appears to be virulent, easily transmissible, and darn hard to detect early, and that makes it way more than a 'local' event. Also too often we look at these events as purely a medical issue, but again, **don't be fooled**. **There is an economic (and insurance) impact** that is on the horizon that we should all be aware of. There are a LOT of businesses in the United States that rely on goods and supplies that are manufactured overseas, particularly in **China**, and those businesses could be impacted if the goods coming out of those countries are **delayed, restricted, or canceled** because of the virus. **Sales may decline** at some stores because they can't keep the inventory they're used to, distributors may run short of product to distribute, and manufacturing may even increase locally to fill customer's needs. All of that leads to **changes in exposure** for your clients' businesses. **Are they prepared?** Call us if you need to make changes to your insured's policies. **We're here to help!** (All States)

A Funny For You . . .

Isn't it funny how Red, White and Blue represents freedom unless it's flashing behind you?



It's THAT Important!

Now more than ever we need to keep our database up to date and one of the **most important** items we store is your **email**. Yes, email is the way we all communicate these days and for Statewide it's **especially** important because when your email is up to date with us, you get your issued **policies, renewals, endorsements** and more. It's also how our underwriters communicate with you! When you request a document or other items, we look you up in our agency database and send it to you based on the email associated with your code. **"If it's out of date, we can't communicate."** It's crucial for us to have it in order to better serve you. If you've had an email change recently, please let your underwriter or our marketing department know! You can send your updates to Dave at: dranes@statewide-insurance.com. Thanks!

Alfredo Rico - Assistant Underwriter

If you've called us looking for help to write your **home** or **mobile home** client, chances are you've had the pleasure of talking to **Alfredo Rico**. This married father of 5 (3 children and 2 dogs) loves traveling and light reading, but lately he's been getting into hunting and fishing! Alfredo is one of a kind and very funny. We're so fortunate to have him as part of our Statewide family. You won't find a **nicer** human being than **Alfredo**.



Let's review, shall we? . . .

- **Parties, events, special occasions**, and more are what Statewide loves. **One-day or multi-day** events are coming up soon with this warm weather, so **think Statewide!**

- **Pay on the spot!** If you've just bound a homeowner policy, you can make the payment online **at the same time!** Our OPUS system lets you bind and pay today to 'seal the deal.'

- Send us your **updated email!!** It's important, especially if you want your policies, renewals, endorsements and more ASAP.

- **Danecdotes** is a good one this month. **READ!**

- Try the "**Find A Product**" on our home web page. It'll even suggest what app to use!

I have decided to leave my past behind.
So if I owe you money I'm sorry,
but I've moved on.

Now Writing . . .

Here are a few things we've written lately!

Machine Shop & Repair - \$5,449

Tattoo Studio - \$1,483

HO3 Homeowners - \$925

Used Auto Sales - \$9,727

Residential Irrigation Service - \$5,371

DP 3 Dwelling - \$685

Hot Dog Cart - \$399

Vacant Building w/ Renovations - \$7,826

Work Comp - \$6,034

Mobile Home Elite Program - \$588

Trucker Cargo - Dry Goods - \$1,367

Church - \$750

Mobile Home Park - \$2,585



What can we write for you today??

The Monthly Musing . . .

I still have a landline, or as I like to call it, a "cell phone finder."

Over
56
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Experience is a wonderful thing.
It enables you to recognize a mistake
when you make it again.

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 Months Word Search Winners:

Jim B. - Scottsdale, AZ

Mona J. - Price, UT

Last Months Find The Penguin Winner:

Rami P. - Incline Village, NV

Congrats!! Your \$25 Visa Cards are on the way!

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Now On INSTAGRAM!!



[#statewide_ins](https://www.instagram.com/statewide_ins)

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www.statewide-insurance.com

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www.WordSearchMaker.com

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| Basketball | Festival | Ides | Parade |
| Beer | Flowers | Irish | Patrick |
| Blooms | Four Leaf | Lamb | Rainbow |
| Brackets | Garden | Leprechaun | Shamrock |
| Championship | Gold | Lion | Smiling |
| Cleaning | Green | Lucky | Spring |
| Clover | Heritage | Madness | Sunshine |
| Eyes | Holiday | March | Wind |



- Check One:**
 \$25 Visa Card
 \$25 Amazon Card

Entry Info: Name: _____ Agency: _____

Email or Fax This Back
 To **Dave Ranes**
 For A Chance To Win!!
dranes@statewide-insurance.com
 Fax: 602-494-6999



www.statewide-insurance.com

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