

# STATEWIDE

# CONNECTION

May 2020

Over  
**56**  
Years  
Of Service

XXIX, No.5

## Change Is Inevitable

**T**hings change. That's not always a bad thing, right? A change of socks, change of scenery, even a change in attitude can mean the difference between good and bad. At Statewide, change doesn't happen very often, but when it does, it's usually **a good thing**. Some of you may have noticed by now that we've had a few changes in personnel. Our accounting department had a change when Barb Hammontree retired this month. We were happy for Barb, but sad for us because she rocked! But we were **very happy** to welcome her replacement, **Shannon Rebollo**. Now Shannon **ROCKS it!** Our personal lines department also experienced some change when **Chris Butterworth** accepted a job he couldn't refuse with a data company. Sadly, we said goodbye to Chris, but we happily put the great **Alfredo Rico** in charge of the department and now **he is ROCKING it!** See how everything seemed to work out perfectly? If you haven't said hello to Shannon or worked with Alfredo yet, give them a call and see why **we're back to HAPPY!**

## Let's Change the Subject

Speaking of change, how about we change the subject to something more **fun**? We can all agree that **this virus talk is getting old**. Sure, we need to take it seriously and be as cautious as we can, but enough already! For those of us still **homebound, working and going crazy**, Statewide has a great idea that we have mentioned a couple of times now. While supplies last, why not get a deck of "**Statewide Playing Cards**" and beat the pants off your family members with a heated game of "**Go Fish?**" We still have a **few** decks left! Send an email to **Dave Raney** in our marketing department and ask him to send you one. Let him know what address to send it to. Supplies permitting, he'll get it out the door and in your hands as soon as possible. Send your request to [dranes@statewide-insurance.com](mailto:dranes@statewide-insurance.com) (All States)



### Highlights:

- **Change Can Be Good!** (pg. 1)
- **New Mexico News - SOON!** (pg. 2)
- **Alfredo = Yes** (pg.3)
- **Word Search** (pg. 4)



## Hey, New Mexico!

While it's true, we're already writing **commercial lines** in **New Mexico**, we're currently working on a deal to bring you **even MORE!** Yes, you're reading that right. By this time next month, we should have a **BIG announcement coming your way**. Statewide has always been a big fan of the beautiful state of New Mexico, and now **we're ready to show you how big**. Keep reading this newsletter and checking your emails for an upcoming announcement that is sure to make you happy. **It's been a long time coming, but we know it'll be worth the wait.** Stay tuned! (NM)

## Still At It!

We know these last few weeks and months have been a bit different for all of you. Limiting your time in the office while making the best of it from home is certainly something **NONE** of us would have thought we'd be doing right about now. But this is how it is, and no matter how many times we hear that this is the **"new normal"** we'll never accept that it's "normal" in any sense of the word! Statewide wants you to know that **we're right there in the fight with you**. While we may have limited staff in the office, the rest of our crew is diligently and efficiently working from home and **knocking it out of the park**. When you call Statewide for your commercial or personal lines quote, know that we're **ALL** there for you, answering the call. In fact, the owners of Statewide are there **EVERY day**, making sure you're taken care of and that our staff has every tool at their disposal. **You are the star** of our show so **never hesitate** to call with a question, emergency quote or just to say hello. We can't tell you how much we've appreciated your patience and your professionalism during this crazy time. We're still the same Statewide you know and love, we're just a little farther apart from each other right now. But we're working hard to make sure you get your quotes, policies and answers on time, **every time**. Thank you for your business!!

## A Funny For You . . .

Anybody else catch the "Quarantine Fifteen?"



## Did You Get My Application?

Have you ever faxed over an application to a company and then sat back and wondered if anyone really **GOT** that app? Maybe you've waited a long time for a quote and called to check on it to see if anyone received it, only to find out that they have **NO idea** what app you're talking about!! **UGH!** Statewide has solved that **'black hole' mystery** for you by putting a "Submit An Application" button on our ever-popular web page: [www.statewide-insurance.com](http://www.statewide-insurance.com) If you go to our website, you'll find the button right under our **Quick Links** section. Click it, answer a few simple questions, attach your document and it will send it directly to the person you intended it for! You'll even get an email **BACK** from us, telling you that we got it and will get to work on it. How's **THAT** for service? No more 'black hole!' **Go ahead and give it a try!** (All States)

## Can You?

Our personal lines underwriter, **Alfredo Rico** gets a lot of questions like, "Can you write in a higher protection class?" "Can you write an older home?" "Does your HO3 offer replacement cost?" "Can I get a quote and issue the policy today?" The simple answer to these and many other questions is, **"YES"**. Call Alfredo and ask away. He loves saying **YES!** He says it all day long. About the only time he says "no" is when he gets home and his kids ask him if they can have **candy for dinner**. That's a "no!" . . . Sometimes. (AZ, NV)

## Let's review, shall we? . . .

- Change is a good thing. For Statewide, it's REALLY a good thing!
- Don't forget to order a deck of **Statewide Playing Cards**. Time for Game Night with your Family!
- Big News **coming up** for New Mexico!
- We're still working remotely but we **WON'T** skip a beat. Still taking all calls and applications!
- Statewide has solved the 'black hole' problem for you. Try the '**Submit An Application**' on our web page, [www.statewide-insurance.com](http://www.statewide-insurance.com)
- **Alfredo = Yes**
- **Thank You ALL for your business!!**

I'm just going to put an "out of order" sticker on my forehead and call it a day.

## Now Writing . . .

Here are a few things we've written lately!

- Lessor's Risk - Warehouse - **\$5,170**
- Guns & Ammo Store - **\$1,250**
- HO3 - PC 9 - **\$1,110**
- Restaurant - **\$8,246**
- Mobile Home Park - **\$1,763**
- DP3 Dwelling Policy - **\$785**
- Machine Shop - Fabrication - **\$3,504**
- Mobile Home Policy - **\$865**
- Used Auto Sales / Body Shop - **\$17,087**
- Work Comp - Drywall Contractor - **\$1,542**
- Landscaping - **\$650**
- Church - **\$1,341**
- Apartment Building - **\$3,505**



*What can we write for you today??*

## The Monthly Musing . . .

If at first you don't succeed, try a bottle opener.  
It probably isn't a twist top.

Over  
**56**  
Years  
Of Service

**I don't wanna say  
my wife and I are getting older,  
but we now wear name tags at home.**

## 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:

**Krissy B. - Las Vegas, NV**  
**Iris S. - Apache Jct, AZ**

**Congrats!!**

*Your \$25 Gift Cards are on the way!*



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 R M E L C D I R E C T I O N N D M T W  
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www.WordSearchMaker.com

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|------------|-----------|----------------|------------------|
| Argument   | Dignity   | Memory         | Shoes            |
| Bet        | Direction | Momentum       | Temper           |
| Cell Phone | Election  | Money          | Time             |
| Control    | Faith     | Nemo           | Train of Thought |
| Courage    | Game      | Patience       | TV Remote        |
| Debate     | Glasses   | Purse          | Wallet           |
| Debit Card | Keys      | Respect        | Your Mind        |
| Desire     | Lawsuit   | Sense of Humor | Your Way         |



Entry Info: Name: \_\_\_\_\_ Agency: \_\_\_\_\_

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

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

**Bonus Point:** 

Puzzle Theme? \_\_\_\_\_

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