

# STATEWIDE

# CONNECTION

July 2020

Over  
**56**  
Years  
Of Service

XXIX, No.7

## Hello New Mexico and Colorado!!

A couple of months ago we mentioned that we would begin expanding Statewide's reach. Well, that time is now! Beginning this month, we have officially acquired a New Mexico general agency, **Desert Specialty Underwriters, Inc.** We are very proud to welcome their family of brokers in both **New Mexico and Colorado!** Our relationship allows us to not only improve their automation, but also offer them a wide variety of commercial lines markets helping them expand their writing capabilities. Soon both states will have the ability to use our VERY popular OPUS system for homeowners and dwellings. We'll announce when that programming is complete. Most importantly, we're excited to have DSU on board and look forward to helping them grow stronger as a valuable branch on the Statewide family tree. DSU's very own **Ben Hopkins** will be there to guide them all through this exciting process. Welcome Ben! If any of our existing Arizona, Utah, Nevada or California agents have a non-residence license in either of these states, send a copy to Dave Ranes in our marketing department, and he'll make sure to open your code up to allow you access. This is GREAT news and we can't wait to start working with all of you!! (NM, CO)

## Yes, we are!

Still writing **Work Comp**, that is. There are so many things Statewide can do for you, it's hard to keep track! But that's ok. It's why we send you this newsletter each month, to remind you of the '**power of Statewide!**' If you're writing a commercial piece of business, don't forget to ask if we can look at the worker's comp side of the risk. Not only will it round out the account, but it'll also help you **retain the client** when that renewal comes around. Ask any one of our commercial underwriters to look at your client's work comp coverage! (All States)

## Five The Easy Way

If you write a new personal lines policy through our OPUS online system, you will automatically earn a **\$5 bill**. You don't have to fill out a coupon or nothing! Write it, let them make their first payment and **BAM!** \$5 cash sent directly to you. Not a check, not a credit on your statement. **CASH**. Go to our OPUS site [www.statewidehomeinsurance.com](http://www.statewidehomeinsurance.com), write a policy and the \$5 is yours! **No limit.**

**Now Serving:  
Arizona, Nevada, Utah,  
New Mexico and Colorado!**

## Highlights:

- Welcome DSU, Inc.! (pg. 1)
- DP1 & DP3 Review (pg. 2)
- Danecdote Time! (pg.2)
- Word Search (pg. 4)



## The Dwelling Policy . . .

Designed for one to four family dwellings, our **DP1 and DP3** policies are one of our top sellers. Values from **\$20,000 to \$200,000** in the DP1 and **\$75,000 to \$500,000** in the DP3 make these a must-have in your office. We've even got you covered in **PC's 1-10**. Additional coverages and optional higher limits help to round out these two programs. Plus, they're both available to be written in our **OPUS** online program, where quoting, binding and issuing is a breeze. Don't forget about the **\$5** incentive for each policy! Give **Alfredo Rico** (x913) a call to learn more about our DP1 & 3.

## Take Your Pick. . .

We were thinking of selecting and highlighting **a particular product** from the **hundreds** that our commercial department handles but decided, **why just one?** It's easier to show you how to find what you're looking for from our website. Go to [www.statewide-insurance.com](http://www.statewide-insurance.com) and look in the upper right hand corner for the tab "**Find A Product.**" Click on it and you'll be given a search field to put in a keyword(s) for what you're looking for. If you're not sure what you're looking for, **leave the search field blank and hit 'Submit.'** That will open up a list and description of **everything** Statewide can do for you! Not only will it list our products alphabetically, but it'll also give you a brief **description** of the product plus what **applications and forms you'll need** to submit it! That should make things SO much easier, don't you agree? What's more, if you find a product we write but don't want to fill out an app just yet, **pick up the phone** and call any one of our talented and knowledgeable underwriters. They'll give you more information and **in some cases a phone quote!** It's amazing how much we can do in the commercial world. Our **A-Rated carriers** are in place to handle most anything you need! Go to our '**Find A Product**' page and give it a try. You'll be surprised to learn what all Statewide can do for you. (All States)

## A Funny For You . . .

Today's drink special:

### The Quarantini



It's just a regular martini  
but you drink it alone  
in your house.

## Danecdote (Musings from the mind of our COO, Dan Braude)

Have you checked out our Instagram page yet? If not, do yourself a favor and check out our "Insta" [@statewide\\_ins](https://www.instagram.com/statewide_ins) – we promise not to blow up your phone, but we will have some fun with it. We've had the account for over a year now and a few of you have found us, but we're hoping to get a lot more of our producers to follow us. In addition to posting photos of Statewide folks doing Statewide stuff, we'll post an occasional reminder of who we are and what we do. It'll be light-hearted, quirky, fun, edgy, informative, and every once in a while we'll throw in a contest or two where you can win some nice Gift Cards. Everyone in our industry says there's no reason to have an Instagram account, but we disagree. So hit us up on that 'Gram and make sure you follow everything Statewide.

## Employee Spotlight

**Shannon Rebollo** recently joined the Statewide Family taking care of our accounts receivables. And what a **GREAT** job, she's doing! She and her husband of 13 years have two dogs, **Meaty** the English Bulldog and **Pugsy** the Pug. Meaty just turned **13** which is rare for any dog, so he's obviously well cared for! Just like she's taking good care of our agent statements. Besides her love of animals, Shannon likes to travel and looks forward to getting back to it once all this COVID stuff is over! **Welcome, Shannon**, we're glad you're here! Thank you for taking good care of us!

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

- Welcome **Desert Specialty Underwriters, Inc!!**  
We're looking forward to making new friends in **New Mexico and Colorado!**

- The **\$5 cash incentive** for writing a personal lines policy in our OPUS system **still stands!**

- **Work Comp** is STILL rocking here at Statewide.

- Don't forget to try our **DP1** and **DP3** programs.  
They can do **more** than you think.

- Check out the latest **Danecdote** article and then join us on **Instagram!**

- Welcome **Shannon Rebollo** and **Ben Hopkins**.  
We're glad you're both here!

We have a self cleaning kitchen  
Meaning: Clean up after yourself!

## Now Writing . . .

Here are a few things we've written lately!

HO3 Diamond Policy - **\$981**

Vacant Building - **\$1,972**

Halfway/Transitional Home - **\$8,292**

DP3 Dwelling Policy - **\$688**

Mobile Home Policy - **\$753**

Landscaping - **\$3,849**

Used Car Dealership - **\$8,447**

DP1 Dwelling - **\$526**

Day Care Operation - **\$6,034**

VFW Post - **\$3,133**

14-Unit Apartment Bldg - **\$7,402**

Handyman - **\$1,000**

Carpentry Work - **\$11,360**



*What can we write for you today??*

## The Monthly Musing . . .

**Procaffeinating:** (n.) the tendency to not start anything until you've had a cup of coffee.

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Our cleaning lady just called and told us she'll be working from home and will send us instructions on what to do.

## 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's Word Search Winners:

**Lori H. - Scottsdale, AZ**

**Amber T. - Benson, AZ**

**Congrats!!**

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



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E R O L A N O S A E S R R H M Q X Y V N  
 K D B U K N N C R E L A X I N G Y M C L  
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Entry Info: Name: \_\_\_\_\_ Agency: \_\_\_\_\_



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