



Riu Palace Cancun Mexico

Drum Roll Please...

The winners of our

If you GROW, you GO!

contest are:

Motor Dealer Services (CA)
William Palmer Agency (TX) - 2 Trips
James Taylor & Associates (CO)

These producers increased their net premium written with us by over \$75,000 between August 1st, 2015 and November 30th, 2015.

Dave and his wife from Motor Dealer Services traveled to Cancun early January where they spent 5 nights at the Riu Palace. Dave said "It was the nicest bonus anyone has given him in 30 years" and "it was a first rate trip."

Randi from the William Palmer Insurance Agency will be traveling this coming March. The agency earned two trips and she is taking her mother and both of their respective significant others to Cancun where they will be spending 4 nights.

Jim from James Taylor & Associates will be traveling with his wife this coming April to Cancun where they will be spending 4 nights as well.

All of the trips were booked through Pleasant Holidays and were paid for in full by DMI.

We congratulate the winners and are greatly appreciative of their business.

We will be announcing the next sales contest soon and hope all of our producers "GROW and GO".

Coverage Spotlight - The True Cost of Co-Insurance:

A recent claim occurred in northern California emphasizing the need to insure dealer's physical damage to its full value.

A retired highway patrol officer opened up a small dealership to begin selling cars as a way to supplement retirement income. The insured purchased a policy with \$50,000 open lot coverage. A few months later in the overnight hours perpetrators broke in to the insured's office and found a key board on the office wall and stole 8 vehicles totaling nearly \$100,000 in value.

The coinsurance penalty was \$50,000 ($\$100,000 / \$50,000 = 50\%$). The insured's Comprehensive deductible was \$8,000 (8 cars X \$1,000 each). The insured received a claim check for \$42,000, but

personally lost \$58,000 due to the theft. During the handling of the claim the insured contacted his agent to find out how much it would cost to buy another \$50,000 of coverage and be insured to value. The quoted price was \$361 for the year. The insured is now out of business because of this financial loss and is suing his agent for allegedly not explaining co-insurance.

A few minutes discussing co-insurance and getting multiple limit quotations from an underwriter can save all involved an enormous headache.



Get to know Anita

How did you get the job: I saw an ad in the Gilroy Dispatch, had an interview, and was hired on June 27, 1991

Favorite part about the job: Although I've been here a very long time, I learn something new almost every day.

Least favorite: My commute to work used to be 15 minutes, but with a new high school in town, it takes me 40 minutes on a "good" morning.

Personal background: My husband & I were married at 17 & 19, only two months after we first met, and we will be celebrating our 30th wedding anniversary on June 30, 2016. We have two amazing children, Cj (29) & Jade (22).

Favorite motto or quote: We are what we repeatedly do; excellence, then, is not an act but a habit.
-Aristotle.

Hobbies: I love walking, reading, & gardening in the springtime.

Interesting fact: I am deathly afraid of flying. I once flew from San Jose, CA to Los Angeles, CA and felt like I was having a heart attack the entire way. I have not flown since.

Get to know Darlene

What is your position at

DMI Insurance: Underwriter assistant

How did you get the job: I started working with DMI in August 2012.

Favorite part about the job: There are a variety of tasks necessary to be completed each day and having a great relationship with my underwriter/co-worker Anita!

Least favorite part about the job: Doing phone inspections.

Personal background: I started my professional career in insurance in 1990 with a small agency



Favorite motto or quote: The struggle is real.

Interesting fact: When I was younger, my father's job required our family to move frequently. This

in Canada. I took a break from work to be a stay-at-home mom, and returned to work in 2012. I am a wife and mother of 2 teenageboys and have made 1 international move!

March will be the 16th year I have lived here, marking the longest time I have lived in one place.

Hobbies: I like to travel,golf, read mystery novels or anything by Stephen King, watch movies with myboys, and sleep in!



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