



124 Seneca Way, Ithaca NY 14850 • (607) 273-7511 • TrueInsurance.com

Holidays 2017

What Makes Me The Most Thankful



Jay True My family and this great team of professionals with whom I get to work every day.



Mary Hulbert Our new granddaughter Nora and, as always, our sweet grandson Antonio.

Laura Ruebel For duct tape, mouse traps, my crazy family, range time and oh, wine. Yes definitely wine!



Ashley Holcomb For my new role at True Insurance!



Deb Kippola For my family and friends for always believing in me, for our new dog, a rescue named Gucci, and for my community at CrossFit Pallas!



Alex Lockwood For all the opportunities I've been given and growth I've achieved in just this year alone!



Amelia Van De Mark

For opportunities this year that allowed me to make new friends. I am so thankful for their kindness and I appreciate whatever amount of quality time I get to share with them!



Debra Bookhout For all my friends and family.



Amber Grover For my friends and family, of course, which includes my dog Oreo and definitely for my new role at True Insurance!

Welcome to the Agency:

Mark K. Depew
Patti L. Jacobson
Jackalyn L. Stilwell
Michelle Weber
Alicia A. Woodin
Matthew L. Dewey
Kimani A. House
Samuel J. Townsend
Sarah J. Allison
Ashley J. Swansbrough
Cassandra K. Archer
William M. Danenberg
Alina Kim
Amy S. Williams
Teresa A. Bauman
Cheryl R. Lovett
Valerie A. Covert
Bridget L. Lanning
Kierstin J. Morse
Terrie L. White
Tina M. Mallinson
Michael G. Morrell
David H. Saik
Justin W. Wood
Ashley Veney
Mary Frye
Steven Williams
Dylan Blom
Michael Barakiva
Malinda G. Hughes
Travis E. Johnson
Juliet R. Halloran
Paul E. Hyde
Anthony C. Woods
Jitendra Balakrishnan
Daniel and Sandy Wood
Hilda J. Reynoso Delacruz
Thomas J. Staples
Benjamin R. Simmons
Kirsten Vanderlinde
Kevin C. D. Palis
Anqi Chen
Sara Arnold
William J. Kane
Ashley E. Klein

Shane M. Quick
Catherine A. Dembek
Janice Eckert
Marcia E. McDonald
Jasmine T. McDuffie
Kathryn R. Dimpfl
Stephen C. Vincent Sr
Amelia R. VanDeMark
Huijie Feng
Verista A. Henderson
Jeidy G. Vasquez Ramirez
Gabor Revesz
Sherman L. Cahal
Aubrie F. Christina
Dylan M. Bennett
Dante A. Pierre-Louis
Michael J. Culotta
Kenneth Harris
Mengqi Zhang
Amber Howser
David E. Meddaugh
Aaron Abb
Jennifer H. Smith
Charles M. Sundquist
Eric M. Schwen
Laurie A. Roe
Allan Chambliss
Trevor Kahl
Nancy E. Murray
Matthew C. Fox
Shawna K. Sheehy
Sheena M. Veney
Yiqin Wang
Stephanie A. Wright
Alexander B. Vollmer
J. Amalia Weinberg
April Cornell
Eric M. Benjamin
Melissa M. Keech
William J. Clark
Anna Bullock
Montilla Allen
Tyler J. Altemose
Molly B. Rutan
Kari M. Hartman

Brandon Hayes
Christopher G. Frank
Aileen G. Grainger
William L. Currie
Christopher Iannuzzi
Shawn E. Pomeroy
Martin & Anna Blume
Andrew S. Mosier
Michael B. Kuhn
Ankit Bhutani
Jonathan L. Brooks Jr
Margarita Tsoutsoura
Elie Y. Kommel
Illa M. Quick
Dillon L. Oliver
Michael L. Woodin
Sharlean Gandy
Chilaluck C. Konkankit
Sandra J. Brown
Rebecca D. Fox
Yuki Motomiya
Tiffany Wu
Maurice Marshall
Kenneth H. Rosekrans
Carl E. Cornell
Walter L. Harford
Harry Nesmith
Rodrigo Huerta De La Piedra
Kedrin D. Eastman
Alexandra K. Anemone
Sherry McGrady
Cora M. Yao
Jonathan P. Littlefield
Colton M. Wilson
Sandra Simpson
Mihail Miroiu
Lindsay E. Welsh
Louis F. Cascetti
Evelyn Weinstein
Anna Bullock
Michael T. Hubley
Ellen Kline
Porter Hall
Steven Gibbs
Brandon & Jennifer Ebel

Carlos E. Alvites Torres
Sangkyung Lee
Eungchun Kim
Rudolph Forgensi Jr
Timothy G. Paulson
Shelley L. Urrunaga
Ayelet Ben-Yishai
Jacob T. Thompson
Genevieve L. Shipley
Antwan Bunch
Laurel E. Stewart
Alicia M. Caswell
Robert H. Caswell Jr
Benjamin W. Bub
Deshana N. Briggs
Matthew E. Hogan
Kashif Rehim
Wendy S. Dann
Johnathon D. Boronkay
Noah J. Pierce
Rama L. Vijaya Kumar
Maria L. Trencansky
Alida M. Dean
Evan J. Yokum
Helen B. Kuveke
Kenneth F. Wells
Gordon C. Baker
Charity A. Jump
Richard M. Polk
Richard D. Grossman
Brett R. Mccarroll
Yuhui Jiang
Samual Cohen
Emeline Mandeville
Andre Gardiner
Mason J. Clark
Murielle L. Johanson
Michael E. Stella
Becca Harber
Tammy L. Alling
Xiaopeng Liu
Peihan Li
Kevin Pryce
Joseph W. Gillam
Kirby F. Milner
Donald A. Rakow
Richard A. Bennett
Weiyu Dai

Gregory A. Holbein
Kevin T. Wielenberg
Barney G. Williams
Megan S. Vidler
Zoe T. Weiss
Angela D. Hopkins
Liam K. Pfaff
Marcia L. Lewis
Ramiz Bahtic
Stephani Kelley
Lisa-Margaret Baker
Janis Jermaks
Vincent Smith
Andrey Skoroplyas
Thelma M. Hefner
Robert J. Ellsworth
Perry Gorgen
Joyleen A. Gaustad
Michael Hines
Samuel Kleiner
Charles E. Sundquist
Elizabeth G. Salon
John M. Stanton Jr
Saincillya Towns
Beth A. Malpasso
Michael J. Sharpsteen
Jidong Ma
Arne Sander
Shawn K. Henderson
ISDAN LLC
Autumn E. Meddaugh
Courtney S. Christensen
Willie J. Prescott
Spring N. Smith
Thomas L. Olson
Bruce E. Milton
Sungyoon Hwang
Peggy Hicks
Juan R. Acebedo
Xiao Yun Shao
Anne Choong
Delbert L. Dean Jr
Phyllis M. Byrn
Hang T. Tran-Bui & Bao V Bui
Craig Thomas Beil
Tony D. Hill
Sandra L. Santiago
Shaul Hendel

Two True Rewards!



Both Peter Vanderline and Alexander Holgate won \$200 from True Insurance for referring their friends and neighbors to True Insurance. Their names were drawn from all of the people who made referrals to True Insurance in the last two business quarters. How can YOU enter to win \$200? All you have to do is refer your friends, neighbors and family members to True Insurance. If they call us for a quote and give us your name as the referrer, you get a \$15 gift card to Ithaca Bakery. Plus, your name goes into the "hat" for a \$200 drawing held every quarter. Every time you refer someone you get another Ithaca Bakery gift card and another chance to win the \$200 drawing! It's our way of thanking you for recommending our services.

NO PURCHASE NECESSARY.

3 Tips for Saving Money on Your Teen Drivers Insurance

1. Choose their car wisely. If your teen will have his or her own car, be smart about the type of vehicle they will be driving. Research the potential vehicle's safety ratings and the availability of safety options. That will help protect your teen driver and, at the same time, may help keep your auto insurance premiums more affordable.

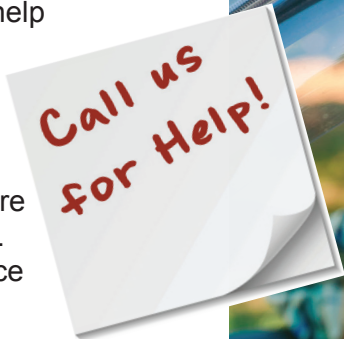
Some cars are more affordable to insure than others, especially for teen drivers. We would be glad to compare insurance costs for vehicles you are considering.

2. Look for other insurance discounts.

Adding your teen driver to your auto insurance policy may be a good time for a complete review of your insurance coverages. A review may reveal discounts you hadn't previously utilized or adjustments to coverages may now make sense. The result may be overall insurance savings.

3. Encourage your teen to get good grades.

Many insurance companies offer discounts to teen drivers who maintain a B average or better in high school or college.



*Promotions
&
Welcomes*

We are pleased to announce that both members of our front desk team -- Alicia Woodin and Amber Grover -- have both been promoted. "While Alicia and Amber made a terrific front desk team, we knew that they each possessed skills that would make them standouts in other positions we had available," said Jay True. Alicia was promoted to Personal Lines Assistant and Amber is an Office Assistant.

We happily welcome the new front desk team, Alex Lockwood and Ashley Holcomb! Alex and Ashley both come to their positions with a great deal of customer service experience having worked for many years in highly visible positions -- Alex at Wegmans and Ashley at Fortunato's Pizza and More in Newark Valley. "Alex and Ashley are both very customer-oriented and I am pleased to have them at our front desk, assisting clients," said Jay.

Congratulations, everyone!

REMEMBER

We offer free Notary services to our clients. Stop in with your paperwork.



While reindeer do, indeed, love carrots, they are not readily available in their natural habitat. Instead of leaving Rudolph a carrot this year, consider mushrooms, herbs, ferns, mosses, grasses, shoots, fungi and leaves.

Yummmmm!





124 Seneca Way, Ithaca, NY 14850
607-273-7511

www.trueinsurance.com

Thanks for doing business with us! — Jay True

- Insuring more than 3,500 Homes
- Insuring more than 6,000 Vehicles
- Insuring more than 700 Businesses
- Insuring more than 15,000 of your neighbors!
- 13 New York Licensed Insurance Agents
- Good value! Good rates! Good service!

THANK YOU for your referrals!

Look at all of these people who referred us to their friends and neighbors. Thank you for your confidence! We hope you are enjoying your \$15 Ithaca Bakery gift cards!

Adriana Tagliavento	Dorothy Hile	Alison Pritz
Leigh Marshall	Albert Fish	Francis Martak
Billie J. Frank	Peter Vanderlinde	Zach Motion
Vanessa Covert	Annette Payne	Ron Schassburger
Bonnie Gombas	Janet Harris	Xiaoyun Han
Barbara Blom	Bridget Lanning	Stefan Siererdig
Rhonda Harris	Jeannette Roman	David Weiner
Robert Cooper	Charleen Heidt	Elvir Bahtic
Charles Ward Jr.	Lucy Missirian	Miranda Fisher
Vally Kovary	Rex Locke	Alexander Holgate
John Mendelis	Alicia Woodin	Charlotte Cornell
Robert Whitaker Jr.	Alicia Caswell	Justine Kalka
Maryann Novosel	Laurie Roe	Christina Barry
Ellen Takashima	Toni Zheng	Robert Tottey
Brenda Dut	Gail Gray	Dennis Buono
Rene Garcia	Karmjitt Benipal	Linda Moesch
Thomas Clougherty	Albert Fish	
Yvonne Fogarty	David Boronkay	
Ed Finegan		
Jocelyn Rose		
James Apgar		
Michael Wheeler		
Randolph Adams		



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Happy Holidays from Jay



“This is a wonderful time of year! We are always touched by the warm holiday wishes from our clients, our

co-workers and the companies with whom we work. It is a great way to remind us WHY we do what we do all year long, and It’s a terrific way to welcome in 2018. From the True family and the True Insurance team, we wish you a very happy holiday season.”

Like Us On **facebook**

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We also post the pictures of our happy clients!

If you do not want to receive future promotional mailings from us, please call us at 607-273-7511 or email us at ann@trueinsurance.com and tell us to remove your name from our mailing list.