



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



Spring 2019



WHY USE AN INDEPENDENT AGENT?

As a client of True Insurance, you have an agent -- That's us! -- someone looking out for you. That's great news! You are all set. But we like to remind our clients why having an agent -- especially a local agent -- benefits them.

Having an agent is like having an insurance advisor always available, able to help you make the best decisions for your family. We give unbiased advice because we work for YOU. Additionally, should you have a claim, you have an advocate working for you as an intermediary with the insurance carrier.

You have a dedicated agent here in our office. If you would like to spend a few minutes with your agent to discuss your policies or to share updates, call our office and we will put you through to the agent who is working on your behalf.



TRUE REWARDS WINNER

Ray Trimm of Interlaken was thrilled to win \$200 from True Insurance for referring his friends and neighbors to True Insurance. His name was drawn from all of the people who made referrals to True Insurance last quarter. 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.

Random Thoughts



Hannah Luszczek,
Receptionist

I know how to play the saxophone and the guitar.

My Pomeranian doesn't like me. He prefers my mom because he spends all day with her.

I live on a dairy farm and I care for more than 65 calves every winter.

My favorite food -- besides my mom's cooking -- is Five Guys. My least favorite food is anything seafood. If it comes out of the water, I won't eat it!

My favorite state is Vermont with its beautiful hills, winding roads and GORGEOUS fall colors.

I would love to visit Australia and Switzerland.

I am currently True Insurance's youngest staff member!

Welcome to the Agency:

Darla Wright

Jeffrey Musselman

Anne Lise Musselman

Kim Chase

Sara Then Bergh

Thomas Payton-Harp

Yan Tung Yip

Joan Spielholz

Zijie Chen

David Gooding

Patricia Gooding

Colleen Rienhardt

Marci Vanderheide

Kaitlyn Bagnall-Newman

Anne Walsh

Sybil Daniels

Jeremy Geiger

Kenneth Hending, Jr.

James Harrigan

Erin Barrett

William Hunter, III

Randall Good

Merrill Szabo

Ulrich Wiesner

Helen Tseng

Michael Gabello

Steven Higgins

Margaret Hobbie

Abigail Codner

Shaden Obee

Rianna Sutton

Gregory Hunter

Krystal Chindori

Sean Daugherty

Jordan Cooper

Peter Corina

Bridget McCullough

Bradley Bilinski

Reilly Coch

Chester Owens

Shanice Cooper

David Cooper

Ricky Bishop

Jill Leichter

Richard Raymond

Yabo Zhao

Evan Forest

Jacqueline Gillogly

Ella Rose Uhler Bard

Laura Schoonmaker

Jalin Boutwell

Aaron Inman

Patrick Hubbard

Garrett Jay

Adam Vaughn

Roger Jackson

Vicki Gayle

Thomas Hardy

Chelsi Eaton

Sterling Wilson

Geraldine Peters

Martin Castonguay

Glenn Guiles

Marianne Chalif

Michael Farber

Raymond Champion

Brian Roller

Shawn Seamons

Michael Schug

Daniel Schmitt

Matias Waller

Cody Sincebaugh

Thuy Nguyen

Eric Strong

Robert Maycumber, III

Yevgeniy Lushtak

Sidney Orlov

Renee Chalk

Jay McGowan

Danielle Greene

Johnny Shingler

Joan Howser

Cameron Greeson

James Borra

Umar Chatman

Benjamin Bub

John Helmann

Ronda Emery

David Hunter

Nancy Holzner

Zowie Haner

Diana Finkle

John Watkins

Louise Jones

Susan Drake

William Drake

Stanford Gray

Recipes from the True Crew Smoked Salmon Spread



Amelia VanDeMark,
Claims Manager

"This is a recipe I bring to all my family gatherings and everyone always goes back for more!"

"You can serve this immediately, but I prefer to store it in the refrigerator the day before I plan to serve it so the flavors marry."
-- Amelia

Serve with crackers, bagel chips, cucumber rounds ... be creative! "My favorite? I serve with slices of baguette bread and provide slices of tomatoes, slices of red onion, and capers on the side so people can create a 'bagel and lox' inspired appetizer!"

INGREDIENTS:

One 8 ounce package of cream cheese (softened)

½ cup sour cream

1 teaspoon lemon zest

1 tablespoon fresh chopped dill

2 tablespoon fresh chopped chives

6 ounces smoked salmon, coarsely chopped

Salt and pepper to taste

INSTRUCTIONS:

Place cream cheese, sour cream, lemon zest, dill, chives, and salt and pepper in a bowl. Stir until smooth. Add the smoked salmon to the bowl and gently fold in until well incorporated.

INSURANCE TIP:

37% of claims are denied as a result of unreported changes to property and vehicles. To protect yourself, please contact our office when you have a major life change. Marriage, divorce, new teen drivers, home additions, change in occupation and a change in daily driving distances are just a few examples of times when you should reach out to us. Not sure if you should contact us? We work for YOU. Call us and we will let you know if an update is necessary.



STAFF FAVORITES from Local Wineries and Breweries



“True Crew, what are your favorite local beverages?”



Jay True “I like the chardonnay from Treleaven Winery out of King Ferry.”



Amelia VanDeMark “I was recently introduced to McKenzie Bourbon Whiskey from Finger Lakes Distilling out of Burdett. It’s phenomenal on its own or on ice and I’m sure it would be lovely in a bourbon-based cocktail.”



Jolene Brooker “My favorite winery is Long Point Winery on Cayuga Lake near Aurora. I like their red wines.”



Mary Hulbert “I like the Luckystone Riesling from Sheldrake Point Winery.”



Lisa Sheffield “My favorite winery is Hazlitt in Hector. I prefer the White Cat and Red Cat, but I never walk away from an opportunity to try something new from other wineries!”



Deb Kippola “I like the Steel Chardonnay from Leidenfrost Vineyard in Hector.”



Ashley Holcomb “The wine slushies at Lucas Vineyards in Interlaken are a must have!”

DO YOU HAVE IDENTITY THEFT INSURANCE?



Identity theft is one of today’s fastest growing crimes. For a small premium -- around \$25 annually -- some companies will allow you to buy coverage which will assist you with costs incurred if you need to recover your identity. This protection also offers you peace of mind; you’ll have support from professionals who know how to handle these problems should they occur. *Please contact us to discuss this important coverage.*

AS LOW AS
\$25
A YEAR!

THE TOP 8 INSURANCES YOU NEED

1. **Auto Insurance**
2. **Homeowners/Renters Insurance**
3. **If you have a substantial net worth, Umbrella Policy**
4. **Health Insurance**
5. **Long-Term Disability Insurance**
6. **Term Life Insurance**
7. **Long-Term Care Insurance, generally in place before you are 60**
8. **Identity Theft Protection**

Q. Does Adding Solar Panels to My Home Require any Changes to My Homeowners Policy?

A. THE SHORT ANSWER IS -- YES! Solar panels come in so many different forms -- in-house, off-house, etc ... -- that you should have a short discussion with your agent to make sure you are adequately covered. This is easy to do; it is a routine coverage. Simply call our office and we will assist you.



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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!
- 10 New York Licensed Insurance Agents
- Good value! Good rates! Good service!



Erie
Insurance

ERIE@insurance services are provided by one or more of the following insurers: Erie Insurance Company, Erie Insurance Property & Casualty Company and Flagship City Insurance Company (home offices: Erie, Pennsylvania) or Erie Insurance Company of New York (home office: Rochester, New York). Not all companies are licensed or operate in all states. Not all products are offered in all states. Go to erieinsurance.com for company licensure and territory information. Equal opportunity insurer.

You Can Do So Much on Our Website

Pay your bill
Report a claim
Email an agent
Get a quote
Meet the staff
Get discount code for
Defensive Driving course
Leave a review
trueinsurance.com

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!

Scott Packard	Don Carl	Joshua Teeter	Matthew Benedict
Marcia VanBuskirk	Ashley Holcomb	Lara Green	Eddy Moran
James Larounis	Joan Lenz	Ray Trimm	Kevin King
Devon Buckley	Joseph Smith	Brian Miller	Crystal Howser
William Goodhew	David Larson	Lee Grover	Sue Merkel
Joseph Smellow	Kimberly Kline	Daisy Fast	Betti Doling
Monica Burke	Maria Soto-Greene	Patty Reichert	
Shao Ke	Dennis Buono	Sara Rosa	

Remember!

Every time you refer a friend or family member to True Insurance, not only do you earn a \$15 Ithaca Bakery gift card, but you are also entered in a drawing for a \$200 pre-paid MasterCard gift card that we give away quarterly! Increase your referrals to increase your chances of winning!



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



We share tips, news, contests and more! 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.

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