



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



Spring 2020



## Welcome Melissa Thompson!

True Insurance is happy to welcome Melissa Thompson to our team. She joined our Personal Lines Team as a licensed agent in the fall of 2019, bringing with her nearly four years of insurance experience.

"Melissa is a terrific addition to this team," says Jay True, Owner. "Melissa is not only a talented and hard-working agent, but she has warmth and compassion which makes her an exceptional asset to her clients."

And, for her part, Melissa is thrilled to be at True Insurance. "The atmosphere here is fantastic," says Melissa. "Jay allows us time to have personal connections with clients and time to properly meet their needs."

Melissa lives in Spencer where she enjoys gardening -- she has 52 house plants! -- cooking, spending time with her two fur babies, traveling and making dates to go on wine tours. Fun!

## The True Agency Website: You Can Do So Much Online!

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

### And so much more!



## TRUE REWARDS WINNER

Anne Robbins of Ithaca won \$200 from True Insurance for referring her friends and neighbors to True Insurance. Her 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.**

## Jeanette Stedge celebrating 20 years with True Insurance!



# Welcome to the Agency:

Ke Bai  
Mark Theisinger  
Daniel Toronto  
Heather Stewart  
Vincent Granski  
Victor Rijo  
Aleighson Snead  
Yvonne Gugino  
Donna Eurto  
Bobbie Casselberry  
Joshua Macey  
Sabrina Papazian  
Isaiah Flores  
Willie Melendiz  
Tony Hu  
Jill Hoffman  
David Bindel  
Jessica Custer-Bindel  
Jakendra Bender  
Samuel Cantillo  
Adrienne Judson  
Eric Gusteiger  
William Harbough

Becky Bailey  
John Myer  
William Friedlander  
Theo Black  
Eugenia Digges  
Mary Russo  
Susu Pu  
Kelly Talcott  
Dawn Boronkay  
Joshua Carlisle  
Ahmed Gaballa  
Rhonda Bathurst  
David &  
Andrea Barker  
Marion Brown  
Paula Epps-Cepero  
Dashawn McBride  
Lindsay Maynard  
Votre Maison LLC  
Notre Ville LLC  
Fanum LLC  
Daniel Lipari  
Matthew Klimek  
Howard Moraff

Hu Xu  
Shannon Nash  
Vicky Grady  
Debra Peterson  
Stephen Wu  
Tara Kohn  
Jenna Swerfager  
Brittany Thomas  
Pierce Glezen  
Ruth Talley  
Chris Luszczyk, Jr  
Andrew Hicks  
Kelli Carr  
Manpreet Chandhar  
Alexander Stick  
Randy Benjamin  
Ray Wall  
Andrew Alling  
TRCH LLC  
Jonathan Nixon  
Xin Yong Huang  
Warren Zipfel  
Michael DiDominico

Rebecca Costello  
Zachary Chytka  
Camillo Stubenberg  
Paul Rubin  
Jessica Smith  
Thomas MacDowell  
Jerry Lilly  
Wentao Lu  
Ludovico Cestarollo  
Buark Algul  
Kyara Moran  
Lechandre Mix  
Jacob Hartman  
Casey Silver  
Angela Anderson  
Jayalali Branscum  
Elizabeth McLaughlin  
Paul Davis  
Lakara Brooks-Morgan  
Todd Crawford  
Carrie Brown-Lima  
Luca Greenspun  
Kaitlin Losey

Michael Tyson  
Cory Kelly  
Chia Lin Liao  
Marina Morris  
Andrew Moschak  
Lauren Gaffney  
Lee Burlingame  
Tamar Law  
David Nedza  
Marion Brand  
Anita Fowler  
Jessica Maxwell  
Monica Josey  
Dustin Wilson  
Jesus Santana  
John Yaley  
Curtis Wooden  
Brandon Green  
Jia Hua Liu  
Joseph Basl  
Daniel Lukas  
Gabriel McCoy  
Kayla Morley  
Avery Ellis  
Michael Mayhew

Jiang Tian  
Juan Boza  
Barbara Kasian  
Maria Iturriaga  
Casanova  
Ethan Cornelius  
Elizabeth Bittel  
Constancia  
Delacruz  
William & Sara  
Benson  
Daniel & Noella  
Dembrosky  
Mikayla &  
Alexandria Bernier  
Tess Clancy  
Shasta Savage  
Zachary Soliman  
Emily &  
Ian Spafford  
Tiffany Northrup  
Yichen Wang  
Anthony Vaughn  
Gary Decker  
Leon Wylde

## The Four “Nevers” at the Scene of an Accident



1. Never leave the scene!
2. Never get confrontational.
3. Never admit to liability at the scene.
4. Never delay reporting an accident. (An emergency number for your carrier can be found on our website. Let us help you!)



**Stay safe and protect yourself. Our dedicated Claims Manager, Amelia, will help you through the process. Even if you are rattled, she is not. She knows what to do.**

## INSURANCE TIP:

The cost of your car insurance is influenced by many variables. One of those variables is actually the make and model of the vehicle itself. So, if you are in the market for a new vehicle, feel free to contact us **before** you purchase to get a quote using the vehicle you are considering. We will happily show you what the changes would be to your car insurance premium.





## TRUE INSURANCE RECOGNIZES GO -- GOLDEN OPPORTUNITY!



**How wonderful is Golden Opportunity (GO)?** True Insurance is so proud to partner with such an incredible local organization.

Golden Opportunity -- a not-for-profit organization -- provides free tutoring and mentorship to local students from underprivileged families. While helping with homework and fundamentals, Golden Opportunity's experienced tutors build lasting relationships with students, boost self-esteem, and teach every child a love of learning.

Each year, Golden Opportunity provides 4,200 hours of academic support and enrichment to local students! Would you like to support this special group? You can sponsor a student to participate in Golden Opportunity. For more information, please visit [www.gotutors.org](http://www.gotutors.org).

It takes a caring and supportive community to sustain GO's mission. They count on the generosity of community members -- individuals and businesses -- to help in their effort to advance educational equity and provide support to deserving students.

**We encourage you to make a donation and sponsor a child.**



## 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!



## Remember!



Let us know when you pay off your car loan or your mortgage. We are not automatically notified by most banks and lienholders, and mortgages are left on policies long after they are paid. This can cause some minor -- and sometimes major -- annoyances down the road.



Really. It's as simple as sitting down.

**That's because the  
Improv Defensive Driving Course  
is 100% online.**

**Never a classroom.  
Never a test. And impossible to fail.  
Take it, and you're guaranteed a**

**10% discount  
on your auto policy.**

Complete the course from work, home, or the local coffee shop. On your own time. Five minutes at a time, or all at once.

Our humorous approach, created with the world famous Improv Comedy Clubs, will make your experience fun and effective. Seriously.

**So sit down and start saving today.**

**You can Save 10% off  
Your Auto Insurance Policy  
with a Defensive Driving  
Course**

Go to [TrueInsurance.com](http://TrueInsurance.com) and find the link to the Improv Driving School on the home page. Click on that link and type in the promo code TRUE to save \$5 off your purchase.



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[www.trueinsurance.com](http://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

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## Our Furry Family

**Deb Kippola, Personal Lines Agent and Gucci**



**"A HERO IS AN ORDINARY INDIVIDUAL WHO FINDS THE STRENGTH TO PERSEVERE AND ENDURE IN SPITE OF OVERWHELMING OBSTACLES."**

-- CHRISTOPHER REEVE

## 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!

Nicholas Gilbert	Daniel Kornblum & Jan Norman	Greg Albrect
Michael Ellis	Gencil McBean	Sonja Jackson
Kara Timmins	Melynda Johnon-Wissar	Hannah Carver
Mike Correll	Craig Blacken	Ronda Porras
Christopher Foss	Alicia Dewey	Hannah Luzszcek
Ellen Morris-Knowler	Hanunah Abdue-Razzaaq	Vadim Tkachuk
Richard J Baker	Melinda Baton	Cindy Ceracche
Kadir Basboga	Geraldine Leonard	Ann Robbins
Emily Doyle	Joel Bender	Carlos Manuel Miguel Juas
Patty Decker	Jesika Clink	Mary Jo Cobb
Max Mandeville	In Shik Lee	Hannah Luszczyk
Gregory Hunter	Xin Huang	Derick Rich
Abdul Abdue-Razzaaq	Mary Sullivan	Samantha Mertson
Karen Hollands	Oona Grady Deflaun	Joe Giordano
Thomas & Linda Cloughetry		James Gustafson

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](mailto:ann@trueinsurance.com) and tell us to remove your name from our mailing list.