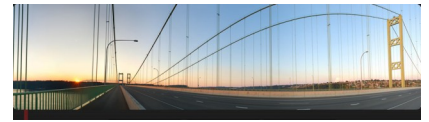


Pilkey Hopping & Ekberg, Inc.

Insurance Brokers Since 1896

2102 N. Pearl Street, Ste. 102
Tacoma, WA 98406
253-756-2000



www.pheinsurance.com

January 2012

Calendar of Local Events

January 25—29
Sportsmen's Show
Puyallup Fairgrounds
www.TheSportShows.com

January 28—March 16
Going Places
exhibit at the Harbor
History Museum
harborhistorymuseum.org

February 11
Sweetheart Wine Walk
Downtown Sumner
4pm—7pm
www.SumnerDowntown.com

February 18
You Knock My Socks Off
Valentines 5k
Gig Harbor
www.route16runwalk.com

If you know of an upcoming event that you would like listed, please let us know!

Getting to Know...Sabrina Warmack

Animal lover. Barbie collector. Scary movie watcher. All these things describe one person — Sabrina! Currently there are 2 cats at the Warmack home that share a space with over 40 Barbies in their original boxes. Scary movies? Oh yes, at least one every weekend.

In 1978 Sabrina began working in the insurance business here in Tacoma. She joined our staff in 1986 and services Personal Lines accounts with the last names starting with L through Z.

Outside of the office, Sabrina enjoys spending time with her husband of 34 years, Dave, and her 19-year old son, Aaron. They enjoy sitting by the fire while the barbeque is going all year long. Sabrina is a great cook, too. She loves to cook, usually making all of her meals for the week on Sundays. Occasionally she brings something to the office to share.

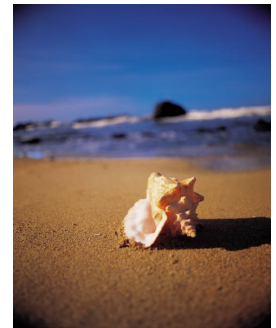
They have a large garden in the summer-

time and grow many fruits and vegetables from raspberries to peppers. They also harvest over 200 Walla Walla onions each year!



Sabrina and Dave are huge Mariners fans and try not to miss watching a single game.

Her favorite vacation spot is the Oregon Coast. "There is nothing like the sound of waves to totally relax you." In fact, she and Dave plan to live somewhere near the ocean once they retire.



And the winner is...

CONGRATULATIONS!

The winner of the quarterly drawing for the \$50 restaurant card is:

Laura Hetton

The winner of the annual \$250 Visa gift card is:

Steve Brown,
owner of Troutlodge



Shawn McClain with Steve Brown

Thanks to your efforts, we are able to present \$265. to the charity of last quarter, the YMCA Strong Kids Campaign!

The new Charity of the Quarter is the United Way of Pierce County.

Please refer to the back page for the referral program details...and keep those referrals coming!

Inside:

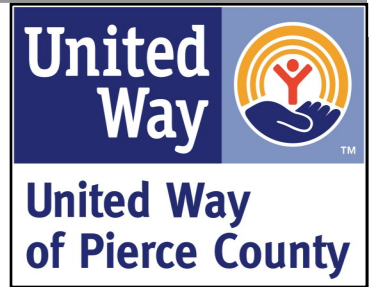
Getting to Know...
Winners

United Way
H.K. Dent Society
Holiday Happenings

Water Damage
Anniversaries

Referral Program

Pilkey-Hopping & Ekberg's Charity of the Quarter: United Way of Pierce County



Since 1921, United Way has been committed to making measurable improvements in the lives of people in our community. Our mission is best executed when we identify critical issues and then fund a combination of programs and initiatives to best address those issues.

We are working on the critical issues of Education, Income and Health while continuing to provide Emergency Services. We set out to learn as much as we could about these challenges and find partners who could help us make systemic changes in these areas. What resulted is a focused plan to improve our community as well as funding guidelines for contributions made to United Way's Community Solutions Fund.

This plan not only helps guide funding decisions, it also includes ideas on how we can best use volunteer and advocacy support.



Providing customers with goodwill and confidence every day

For the second year in a row, Pilkey-Hopping & Ekberg has earned membership in Safeco's prestigious H. K. Dent Society. The H. K. Dent Society is the heart of Safeco's agency recognition program. This recognizes and rewards excellence among independent agencies based on superior underwriting, effective business acumen and steadfast loyalty. Less than 10% of Safeco agencies nationwide qualify for this distinction.

Holiday Happenings: Staci and Donna to the Rescue

The employees at Pilkey-Hopping & Ekberg were generous in their giving this holiday season to the Tacoma Rescue Mission. The Rescue Mission is a not-for-profit organization headquartered in Tacoma and works with people at all stages of addiction, homelessness or other life changes, offering proven services, support and facilities. They have grown to serve men, women and children in all parts of Pierce County with six different locations. Donna Haynes is the new Board President for the Tacoma Rescue Mission.



Donna Haynes (left) with son, Jarrod, and friend, Linda, serving Thanksgiving dinners



Staci Swain with the final load of employee donations for the Tacoma Rescue Mission

Don't Get Soaked

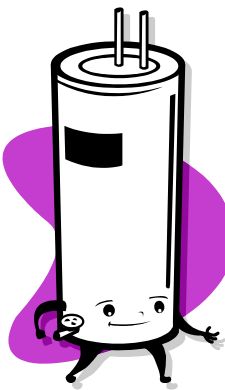
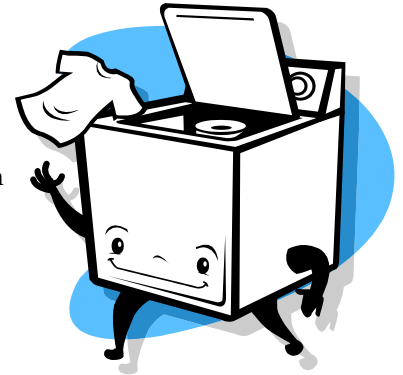
Of all the appliances found in the home, the water heater and washing machine are the most likely to cause serious damage, and cost home owners a bundle.

According to a nationwide analysis by Safeco Insurance, one out of every 10 water-damage claims can be traced back to a malfunctioning hot water tank or washing machine. These two appliances are more likely than Mother Nature to inflict damage on the home.

“Water is the most common cause of home damage today – even more likely than fire,” said Jim Swegle, vice president of personal property for Safeco Insurance.

“Americans are spending twice what they were 10 years ago to repair water damage. In most cases, home owners can save themselves a lot of time and money by adding a few simple protective devices and doing routine maintenance. These tasks usually take just a few minutes and the parts often cost less than \$20,” Swegle said.

Some water damage is covered under homeowners insurance, but some damage is not, he noted. Home owners who fail to maintain appliances and plumbing systems may face thousands of dollars in repair costs and weeks of invasive home repairs.



Simple fixes, such as installing a \$10 stainless steel hose or replacing an aging water heater, could save a homeowner thousands of dollars and a lot of hassle.

But home owners can take simple steps to reduce their chances of water damage.

Replace old water heaters. Water heaters do damage when they get too old and the tank rusts and bursts. Replace your tank once a decade. Today's energy-efficient systems also will be cheaper to operate.

Stainless steel hoses: Inspect standard rubber or plastic hoses used with washing machines, refrigerators and dishwashers and consider replacing them with stainless steel-braided or mesh hoses. Worn-out hoses with kinks, cracks or bulges need to be replaced immediately. A \$10 braided steel hose can save thousands.

Turn it off before you leave. Don't leave dishwashers and washing machines running if you leave the house.

A full list of water prevention tips for consumers is available at www.safeco.com/drip.

And if you have water damage, feel free to call us first for advice about filing a claim. Call 253-756-2000 or e-mail insurance@pheinsurance.com – we're happy to help!

Happy Anniversary!

In January the following employees are celebrating anniversaries with Pilkey-Hopping & Ekberg:

Steve Ekberg = 40 years

Donna Haynes = 31 years

The Pilkey-Hopping & Ekberg Referral Program



Your referrals mean the world to us. We work hard to earn each referral with great service every day. Our “Spread the Word” program is our way to say thank you for all the referrals you’ve trusted us with for years.

Refer someone to Pilkey-Hopping & Ekberg Insurance and get something back! For every referral, you get:

- A \$5 Starbucks Gift Card! What qualifies as a referral? A referral is when we get a call for a quote from someone saying you referred them to us.
- We also match this with a gift to our charity of the quarter. This quarter the recipient is the United Way of Pierce County organization.

There’s more! You will also be entered into our quarterly and annual drawings for prizes.

- Each quarter we draw for a \$50 restaurant card from everyone who referred someone to us that quarter. We’ll announce who won in our monthly newsletter, which we send by alternating email and paper copies.
- For our annual drawing, each referral you’ve given through the year equals one entry for our drawing in December for a chance to win a \$250 Visa gift card. That’s it. The person you refer doesn’t have to purchase a policy from us if we’re not competitive for your referral to count. Give it a try!

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