



## TSGA Adds Commercial Lines Business!

*"It just makes good business sense for TSGA to broaden it's product mix by entering into the commercial arena."*

**Tom Contreras, President**

### TSGA Business Announcements

*TSGA has entered into an affiliate contractual agreement with Emerald Surplus Lines, Inc. for joint marketing efforts.*

*Tom Contreras continues...* "Our financial investment in Emerald and the commercial business gives us immediate expertise with President Jim Cashion, and his staff."

Our immediate goal is to utilize our marketing proficiency and distribution of agents to capitalize on this joint venture.

Emerald has been in business since 1997 and offers commercial property, general liability, inland marine and many specialty products including professional liability, D&O, Misc. E&O, etc. Our commercial office will remain in Snook (Bryan/College Station area).

*"We are excited about this new venture and the opportunity to assist our agents with their commercial business."*

### Please Note!

**Real Time! ISi** – Internet Solutions for Insurance. We are frequently asked "When do payments, endorsements, etc. take effect?" Our system is **Real Time**, meaning as soon as the underwriter clicks a button the policy change goes into effect. Its fast, its easy, and processes immediately.

**Endorsement Links** – If you haven't noticed already, TSGA recently populated all the 'blue' colored endorsement links in ISi. If you need to explain an endorsement to your insured, simply click on the endorsement link so that you can view the document in PDF format.

**Webinars** – We are exploring the possibility of conducting webinars. Please give us your input as to what topic(s) to include; i.e., quoting, billing ledger, deposit information, viewing commission statements, correspondence, and risk photos, to name a few.

**Our business is to make your business successful.**  
*It's that simple, call us!*

### Reminders...

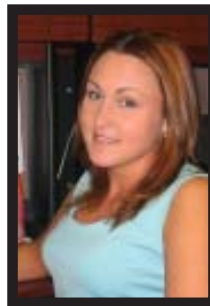
**Duplexes!** Yes, we write duplexes in a couple of markets on both an A and B form.

**Mobile Homes!** Yes, we also have two markets for mobile homes. One with flood coverage and the other without. Very competitive. Log onto ISi for a quote.

**New Underwriting Guidelines!**

Be on the lookout for new simple to read guidelines.

### Accounting & C K Premium Finance



**Lacey Harrell, Accounting Associate**, has been with TSGA since November 2005 and brings four years of accounting experience with her. She enjoys interior design, shopping, (she is a woman after all) sports and hanging out with her friends. She is ready to assist our Agents with any accounting questions.



**Veronica Alcalá, C.K. Premium Finance Associate**, began working for TSGA when they relocated from Houston in September 2005. She has two children; Celina, 15 and Joshua, 14. She enjoys spending time with her family and friends in outdoor activities. Her number one goal is to provide our agents with great customer service.

### Anniversaries & Special Occasions

#### Anniversaries

Sheila Wilkins  
Claims Manager, 12 years

#### Employees of the Month

Melony Colombo  
Evelyn Longoria  
Mary Lou Madrigal

#### Happy Birthday

Bob Isaacson, March 6  
Andrea East, March 11  
Laura Wilson, March 24  
Mary Lou Madrigal, March 27  
Laura Anderson, March 28

**We appreciate your business!**

**Tom Contreras, President**