



TSGA

Texas Security General NEWS

January 2010

Your TSGA Team:

TSGA Underwriting:

SE TX, Coastal	Ranise Maynard	Ext. 7469
SW Texas	Mary Lou Madrigal	Ext. 7471
N & West TX	Melony Colombo	Ext. 7470
UW Associate	Martha Zuehl	Ext. 7459
UW Associate	Veronica Casarez	Ext. 7407

TSGA Accounting:

Director	Raina Ebong	Ext. 7463
Personal Lines	Peggy Grill	Ext. 7452
Commercial	Lydia Dalton	Ext. 7464

CK Premium Finance:

Associate	Veronica Alcala	Ext. 7460
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TSGA Claims:

Manager	Sheila Wilkins	Ext. 7472
Associate	Evelyn Longoria	Ext. 7404

Commercial Department:

Underwriter	Terry Flores	Ext. 7403
Underwriter	Liauna Michalec	Ext. 7414

Commercial Brokerage Department:

Senior Broker	Andy Meurer	Ext. 7485
Broker	Debbie Grimsley	Ext. 7411

Marketing Representatives:

West TX	Larry Thompson	806-438-2741
SE TX, Coastal	Paul Numinen	281-660-4974
SW Texas	Robert Salinas	210-324-7520
North TX	Steve Snyder	214-475-4178

TSGA HAS 4 "A" RATED MARKETS CURRENTLY OFFERING HO-B PROGRAMS

Is your agency looking for an **HO-B market**? Do you need to move a book of business? If so, then **TSGA is your solution with 4 "A" rated markets** to choose from! We have a book rollover program which will offer the following features and benefits:

- **Offer "A" Rated carriers** - Provides comfort of long term financial stability.
- **Competitive "Special Commission"** - Compensates you for this extra effort.
- **Match or beat your current rate** - Great for renewal retention!
- **Match coverages** - Eliminates possible E&O exposure.
- **TSGA's Data input** - Eliminates headaches for your staff.
- **Efficient technology** - Avoids "any and all" backlogs. . .try us! We guarantee it!
- **Flexibility** - We work hand-in-hand with your assigned underwriter.
- **Experience** - We have underwriters with an incredible and already established process in place for you!

All you need to provide us is a copy of your customer's current dec page and most recent application. . . **WE DO THE REST!** Contact your Marketing Rep for full details!

Many agents have already taken advantage of this great opportunity. Call us NOW!

COMMERCIAL CONTRACT

TSGA offers quotes for **Health or Exercise Facilities** as low as \$750 minimum annual premium with a \$1,000,000 liability limit. Contact Terry or Liauna for details!

AGENCY UPDATES FOR 2010

As we welcome 2010 please take a moment to review your **ISi user access information**. Please remove any employees that are no longer with your agency and add any new employees. Each system user should have a **personal login** with **current email information** so that the correct individual can receive a prompt Underwriter's response.

This will help us give you the service you deserve!

We appreciate your business!



From the President

"...TSGA offers 4"A" rated HOB markets..."



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Happy Birthday!

Debbie Grimsley - Commercial Broker - 1/17
Melony Colombo - Sr. Underwriter - 1/27

Anniversaries!

Robert Salinas - Marketing Rep. - 3 yrs.
Lana Dahlbo - Marketing Support - 2 yrs.

Employee of the Month!

Raina Ebong - Accounting Director

RENEWALS

Agents, are you utilizing our system to **keep your renewal ratio as high as possible?** The ISi report menu offers a **wide variety of reports** to make your job as an agent easier and more productive. Renewal lists give you easy access to the **information you need** to make that personal contact, answer any questions and **assure your insureds** that they have the **coverages they need** at the **most competitive rates available**. Also, don't forget that your **Underwriter can work with you on renewal rates** when needed to help you retain your insureds.

WEBINARS

Webinars each **Thursday** at **2pm** CST. Featured topics for January are listed below:

- Jan. 7th** - Personal Lines - Mobile Homes
- Jan. 14th** - Accounting & CK Premium Finance
- Jan. 21st** - Personal Lines UW - HO Products
- Jan. 28th** - Accounting & CK Premium Finance

Please email leti@txsecgen.com if you are not receiving your weekly WEBINAR invitations.