



*John Alsop's*

# Protection Insider

February 2008

*A monthly newsletter for friends & clients of Alsop Insurance*

## Hero Firefighter Saves Thousands of Homes

In October, brave local firefighters teamed with rescue workers and volunteers to launch a massive effort to save homes and lives. Richard Clabby, a firefighter from Fontana, CA, along with the thousands of emergency workers that streamed into the region attacking new fires as they broke out left and right, was battling the fires of San Diego not knowing that his very own home in Green Valley Lake was burning. We salute Richard Clabby and these brave men and women who stood in harm's way to protect our homes and families.



## Tip of the Month

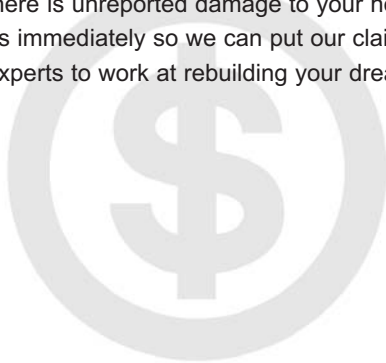
Because of this significant upturn in affected acreage, state fire and insurance officials initiated a widespread effort to educate homeowners on proactive steps to safeguard their property. It's important for every homeowner to know how to keep their property safe – and how to guard against experiencing the losses that so many others have suffered. Visit the California Department of Forestry and Fire Protection web site to learn more about your responsibilities as a homeowner:

[http://www.fire.ca.gov/education\\_100foot.php](http://www.fire.ca.gov/education_100foot.php).



## Meet our Claims Advocates

As insurance professionals, we are here to help protect what's important to you, and we are highly aware of how important it is to prepare for such emergencies. We also know how important it is to closely track the claims process; once our customers have been affected, we have a special team to help you with this process. We would like to introduce Cathy Rockwell and Debbie Maniaci, along with your Account Reps. They will ensure your satisfaction and help you through the claims process. Please call our agency at **(909) 626-5000** and contact **Cathy Rockwell** if you have any questions about your claim. If there is unreported damage to your home, call us immediately so we can put our claim experts to work at rebuilding your dreams.



Save up to **20%**

**WHEN YOU COMBINE ALL YOUR INSURANCE WITH ALSOP!**

- ✓ Home Insurance
- ✓ Auto Insurance
- ✓ Renters Insurance
- ✓ Condo
- ✓ Landlords
- ✓ Mobile Home
- ✓ Commercial Auto
- ✓ Commercial
- ✓ Business Insurance
- ✓ Personal Umbrella
- ✓ Earthquake
- ✓ Flood
- ✓ Motor Home
- ✓ RVs
- ✓ Recreational Vehicle
- ✓ Classic Cars/Antiques
- ✓ Motorcycles
- ✓ Mexico Insurance
- ✓ Special Events
- ✓ Life
- ✓ Investments
- ✓ 401K
- ✓ Retirement Plans
- ✓ Annuities
- ✓ IRAs
- ✓ Blue Cross
- ✓ Disability
- ✓ Workman's Comp
- ✓ Cancer Insurance
- ✓ Long-Term Care ... 1

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## Featured Client

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### John Tarrant, Chaffey Auto

John Tarrant and his team have helped thousands of clients with their claims. John Tarrant is the owner of the Chaffey Auto Body shop right down the street from our Montclair office, with a satellite in Monrovia. He lives in San Dimas with his wife of 21 years and their three sons, and loves to spend time riding his bike and motocross riding with his boys.



In the auto repair business for 25 years, Mr. Tarrant started by accident. Having gone to Citrus College for a business degree, he decided to take an Auto Body class for fun, and ended up loving it. After graduating in 1984, Mr. Tarrant went on to work in a Pasadena body shop. There, he started from the bottom and worked his way up as an estimator. In 1990, he went on to co-own a satellite shop, and built the volume and was successful there.

Nine years later, a friend of his working for Chaffey Auto recruited him. Jim Smalls was the owner at the time, and had built a great employee culture, but in 2001 decided to sell his shop; John wasted no time and bought it immediately. He wanted to build on the culture that Jim Smalls had grown with his employees and customers.

Today, Mr. Tarrant and his team are dedicated to following the Chaffey Auto Way: "We are not just fixing cars," Mr. Tarrant says, "but helping people's lives by getting them back on the road." Under that pledge, his company has built a network of loyal customers, who have expressed their appreciation by continuously referring their friends and family. In 2002, he joined Allstate Pro-shop, putting his expertise and amazing customer service to work for customers with claims.

For John Tarrant and Chaffey Auto, it's about helping people, not just their cars. We're proud to count him among the family of John Alsop clients, and wish him and Chaffey Auto the best. Mr. Tarrant can be reached at his office, at (909) 985-3083.

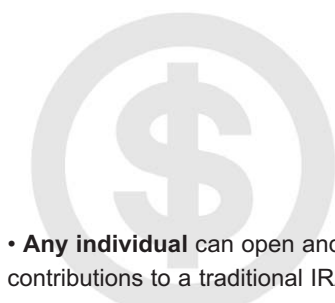
If you would like to be included in our Featured Client section, give us a call at (909) 626-5000.

## Have You Done Your IRA?

If it's almost April, It's Time for Taxes. And that means it's also IRA Season.

### A FEW IRA BASICS:

- An IRA is an **Individual Retirement Account**, a personal savings plan that provides income tax advantages to individuals saving money for retirement purposes.
- There are **5 types** of IRAs, each with special features and advantages: Traditional IRA, Education IRA, Simple IRA, Roth IRA, and SEP (Simplified Employee Pension) IRA.



- **Any individual** can open and make contributions to a traditional IRA, as long as you, or your spouse (if you file a joint return), received taxable earned compensation during the year and you were not 70 1/2 years old by the end of the year.
- Each type of IRA has **different restrictions** on maximum and minimum contributions.

This information is provided only as an introduction to the IRA, and is not intended to replace the advice of a financial professional. For an evaluation and review of these products, please contact our office for more information.



### WE CAN HELP YOU WITH YOUR ROLLOVER!

Call Steve Kidd, our in-office financial specialist, for a no-cost review of your IRA strategy.

Steve's direct line is (909) 224-1492 or E-mail at [SteveKidd@allstate.com](mailto:SteveKidd@allstate.com)



## *"Just Keep Talking!"* REFERRAL CONTEST



Congratulations to our 2007  
Contest Winners: Sam and Maria Alba

**Sam and Maria Alba won  
a 40" Flat Screen HDTV!**

Our 2007 Referral Contest went so well,  
we decided to continue it in 2008!

## *2008 "Just Keep Talking!"* REFERRAL CONTEST

Be the Next to Win a 40" Flat Screen  
HDTV with our 2008 Referral Contest

We love it when you "Just Keep Talking" about the  
special treatment and low prices you receive from us!

③ CHANCES    ③ PRIZES FOR YOU TO WIN

**Chance 1** Tell a friend, colleague, relative, acquaintance ... whoever ... about us. When they contact us and tell us you sent them (don't worry, we ask why they called):

**YOU WIN A \$10 GAS CARD AND ONE CHANCE TO WIN:**

- Dinner for Two (awarded each month) **AND**
- The Grand Prize 40" Flat Screen HDTV

**Chance 2** The first week of each month we'll randomly draw from all last month's Chance 1 qualifiers.

**Chance 3 GRAND PRIZE:**

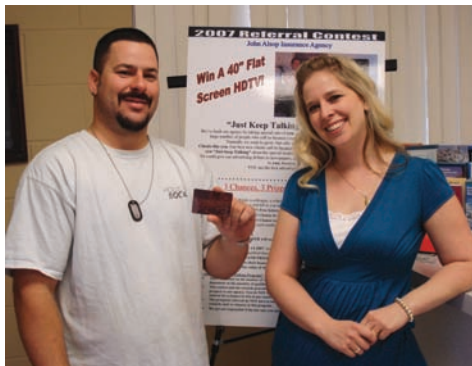
On December 14, 2008, we'll conduct a random drawing from all chances at the Grand Prize qualified through November 30, 2008. **The Grand Prize winner will have the 40" color TV delivered to their home in time for the holidays!** (We reserve the right to increase the value of the Grand Prize because you deserve it!)

**John Alsop's "Just Keep Talking" Program Rules:**

No limit exists on the number of chances you can create for yourself. Odds of winning are dependent on the quantity of qualified chances created during the contest periods. This contest and the rewards provided are open to any human being on the planet who refers a prospect to our agency. You do NOT have to be a client to receive your free \$10 gas card or to be entered for a chance to win in any random draw prizes. The prospects referred to do NOT have to become our client for the referring party to receive any of the rewards and/or chances in this program. We are not responsible if the law states you cannot win due to age or anything else. Thank You For Your Business! You Are Appreciated!

2008

# “Just Keep Talking!”



Thomas Royal, client & Rebecca Rhone, account rep.

## and Win a Prize!



Referrals are the lifeblood of any business, and there's no better source than you, our clients. **This month we honor our Referral Contest winners:**

**Veronica Alfaro, Jimmy Garcia, Thomas Royal, Maria Hernandez, Jorge Mosqueda, Marina Sandigo, Norma Mayoral, Wendy Leichman, and Boni Marinas**, who all spread the word of our agency and brought us new clients. For their referrals, we presented them all with a \$40.00 gift card for dinner for two. Thank you!

Next month's referral prizewinner could be you. Just mention the John Alsop Insurance Agency to a friend, relative, colleague, whomever. Thank you in advance.

### WE HAVE 4 OFFICES TO SERVE YOU:

4701 Arrow Hwy.  
Suite A  
Montclair, CA 91763  
(909) 626-5000

9125 Archibald Ave.  
Suite C  
Rancho Cucamonga, CA 91730  
(909) 989-7444

13841 Roswell Ave.  
Suite C  
Chino, CA 91710  
(909) 591-9195

3511 W. Beverly Blvd.  
Suite B  
Montebello, CA 90640  
(323) 722-0600

We have temporarily closed our Upland office and have relocated the Agency Staff to our Chino location. We have not identified a location yet, but we are looking for a convenient location to better serve you.

## John Alsop Insurance Agency

4701 Arrow Hwy., Suite A  
Montclair, CA 91763  
(909) 626-5000

PRESORTED  
STANDARD  
U.S. POSTAGE  
PAID  
CLAREMONT, CA  
PERMIT #44



### Quotable Quote:

“Yet each man kills the thing he loves, from all let this be heard. Some does it with a bitter look, some with a flattering word. The coward does it with a kiss, the brave man with the sword.”



– Oscar Wilde



### What our clients are saying about us:

“We enjoy John's messages he leaves us for our birthday and holidays. We feel we have an agent who cares.”

Mark & Elizabeth, Arcadia, CA

“We have our Home & Auto and we have been with John for 6 years and are happy with the service my agent has provided us with. They follow up and call us back if we have concerns. They are there for us when we need them.”

Lisa, Colton, CA