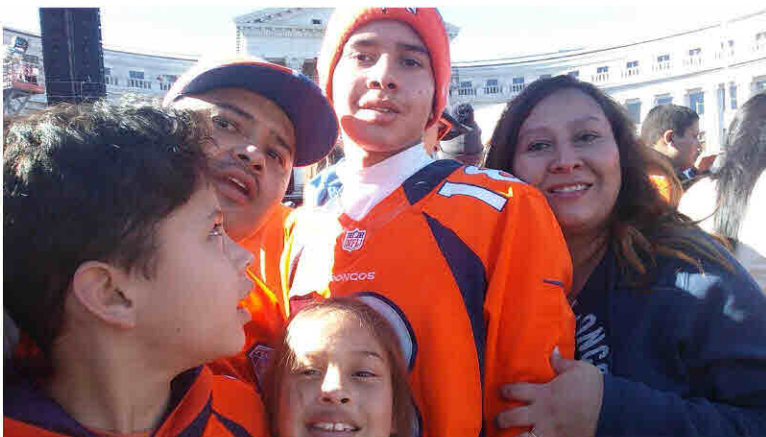


A Letter from Lori

Well, February sure was a great month to be a Broncos fan, wasn't it?! With all the excitement surrounding the Super Bowl win and celebrations afterwards, we were kept busy. Paula and her family were actually able to go downtown to the parade and see the champions with their much deserved Lombardi trophy! Now that the excitement has calmed down a little, we've been able to settle into using our new phones and have also gotten together all of our donations from 2015.

As you may remember, in 2015 we sponsored four charities: Foothills Animal Shelter, Leukemia & Lymphoma Society, Tennyson Center, and Alternatives Pregnancy Center. Through selections from our referral program winners, we have given \$250 to Foothills, \$150 to the Tennyson Center, \$100 to Alternatives, and \$50 to the Leukemia and Lymphoma Society. It was very exciting for us to be able to contribute to our community and we hope you all felt the same!

Looking ahead to 2016, we have decided on three new charities to sponsor. They are the Anchor Center for Blind Children, Freedom Service Dogs of America, and Guided Hope. Stay tuned for our upcoming newsletters in which we'll give some further information about these charities' missions and special contributions within our community!



Paula and her family were able to go celebrate the Super Bowl win at the Broncos rally!



Jan got to meet the Foothills Animal Shelter mascot, Toby, while dropping off our \$250 donation!

Community Calendar

March 3-6: Boulder International Film Festival

March 5-7: Rocky Mountain Train Show at Denver Mart

March 11-13: Rocky Mountain Horse Show at the National Western Complex

March 12: St. Patrick's Day Parade in LoDo

March 18-20: Denver Home Show at the National Western Complex

March 20: Adam's Camp Hoops for Hope at the Gold Crown Field House

March 25-27: Denver March Powwow at the Denver Coliseum

March 26: Bunny Express Train at Colorado Railroad Museum

March 30: Taste of Vail

Customer Spotlight: Cross Limousine Services

The big winner of our 2015 referral program drawing was Dominic from Cross Limousine Services! He recently came into the office to pick up his \$500 Visa gift card and we had the chance to sit down with him and get to know more about his business. Cross Limousine is a family-owned business located up north in Henderson, Colorado, but serves the entire Denver metro area. Dominic started the business in 2002 when he decided he no longer wanted to drive taxis and would rather be his own boss. He bought a town car and started building a network of chauffeurs and hotel concierges who he paid to help corral customers to his business. He also used Google AdWords to get his name out there and start creating a customer base.

Ever since, he hasn't looked back and has found the job to be very rewarding. He told us that his favorite part of the job is how flexible it is. He can easily take off from his job at any time to enjoy time with his wife, Rejoice, and his children. One day, he hopes to be able to keep the business in the family and pass it on to his children. For more information about his business and to make reservations, visit his website at <http://www.crossairportlimo.com/>.



Congratulations to Dominic (owner) and his wife, Rejoice (money manager), from Cross Limousine for being the grand prize winners of our 2015 referral program drawing!

Is this "The Sheriff's" last rodeo?



Not even a Patriots fan can argue with the fact that Peyton Manning is one of the best quarterbacks of all time!

At least at the time of printing, it is still unknown whether or not Peyton's football career is over. Whether it is or isn't, there is no debating the fact that he will forever be one of the NFL greats. So, we thought it'd be fun to look back at all of the impressive records he's set during his eighteen years as part of the NFL...

- Most career touchdown passes (539)
- Most career passing yards (71,940)
- Winningest quarterback of all time (200)
- Tied for third-most playoff wins of all time with Terry Bradshaw and John Elway (14)
- First starting quarterback to win a Super Bowl with two different teams
- Oldest quarterback to win a Super Bowl (39 years old)

SPRING BREAK HOME SAFETY

For many, the winter months are a welcome time to escape the short days and chilly temperatures by heading on vacation. And is there a better way to celebrate the end of winter than to take a spring break?

Whether you're going to hang out at one of our state parks, bask on a sunny, white-sand beach in the Caribbean or hit the slopes for some skiing or snowboarding, you have to take precautions to ensure your home stays safe while you're away. After all, what could be worse than returning from a relaxing break or an active adventure to find a disaster has occurred, such as a break-in, or water or fire damage?

To ensure your vacation doesn't end in tragedy, follow these tips before you go.

- Check for any leaks and fix them. For example, ensure your refrigerator ice maker is not leaking!
- Set your heater at approximately 50 degrees to ensure pipes and appliances don't freeze. But if you have pets and they are going to be in the house, set it closer to 72 degrees.
- If you have pets, make arrangements for their comfort and safety: either board them or have a friend come over daily to care for them.
- Turn furnace and hot water heaters down.
- Unplug all appliances, such as coffee makers, toasters and exercise equipment.
- Leave a light or two on so the house doesn't appear deserted at night.
- Lower blinds and close curtains so that passers-by can't view your valuables.
- Leave a key with a trusted friend or neighbor so they can enter the home in case of emergency.
- Have a friend or neighbor bring in newspapers and mail or cancel delivery for both during the time when you'll be away.

If you have the opportunity to get away, we wish you happy trails, and hope you come home to a safe and welcoming home!



Take the necessary precautions when you leave for spring break so you can relax without any worries while on the beach!

What Our Clients Say

"We Love The Insurance Place! They go out of their way to meet our expectations. Excellent Customer Service. They are all like family to us." -Mary R.

"You guys have done an exemplary job of helping me with both personal and business insurance for over ten years... always with a great attitude and looking after my best interest for quality and cost. Thanks!" - Seth F.

Jan Buscher
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MARCH 2016 - NEWSLETTER

Updated Referral Program

The biggest compliment you can give us is passing our name along to your friends and family. Therefore, we want to make sure you are aware of our referral program. Each referral receives a \$5 Starbucks gift card. You are also entered into our quarterly drawing. The winner will receive a \$50 gift card to a local store or restaurant and we will make a \$50 donation to their choice of three charities we are supporting in 2016.

What qualifies as a referral? A referral is when we are contacted for a new quote from someone saying you referred them to us. Don't worry, we ask how they heard about us on every new quote so we'll be sure to get you entered. Just make sure the person has your first and last name so we can find you in our agency systems.

For complete details, please visit <http://insplace.com/referrals.html>.



Our 2016 charities!