



For a Range of Reasons

We Need to be Water Wise!



by Catherine Dalton

I heard the water running in the bathroom the other day and walked in to find my son filling up the large sink just to get the little bit of water needed to do his hair for his most important day in 6th grade. We had a quick discussion about how our beautiful state is low on water this year and we need to be even more conservation minded now.

I don't know about you, but I have really been enjoying the weather this past "winter." The days have been beautiful and warm, unseasonably so. I have bragged about how this is the reason we stay in this state as I went beach camping for the New Year's break. In fact, I think that in the past month many of us have experienced the most beautiful sunrises and sunsets that we have ever seen. It wasn't until a few weeks ago that the big "D" for drought came to my mind and I realized that the consequences of the lack of rain will be upon us soon and may be far reaching.

California is projected to have the nation's driest weather in 2014, with most of

the state experiencing an "extreme" or "exceptional" drought, according to the U.S. Drought Monitor, a joint effort between the federal government and the University of Nebraska-Lincoln. With 19 million people and little water of its own, Southern California could be the part of the state most vulnerable to water shortages. But Jeff Kightlinger, general manager of the giant Metropolitan Water District, which wholesales water to the six counties of that megalopolis, said there is



enough to last the year, even without more rain. That should be a little bit of good news to those of us in Southern California. There may be a significant benefit from all those rebate

programs and infrastructure improvements that have been done since the drought and water rationing in 1991.

Regardless of this glimmer of hope, Central California is the most devastated at this time and this area produces a sizeable majority of this country's fruits, vegetables, and nuts. More than 90 percent of artichokes, walnuts, kiwis, plums, celery, and garlic as well as many others are grown in California. We all know the consequence of this means higher prices on produce at the grocery store.

Although I continue to hope for gentle yet sufficient rain to provide the moisture that we so desperately need, the tips shared at www.epa.gov/WaterSense are important to live by all the time. For example:

- Fix that leak.
- Take a shower not a bath.
- Turn off the faucet while brushing your teeth.

I think it is time to gather the kids around the computer and share some of the images of the drought from Central California and commit our families to being more water efficient.

Kessler Alair Insurance & Be Perfect Foundation Provide Help in Kenya

by Teri Godwin

This past November, I had the opportunity to travel to Kenya with **Compassion Physical Therapy**. Our foundation provides physical therapy to people in impoverished areas who are underserved. We teamed up with **Living Room Ministries** and worked in their hospice and a new outpatient clinic that serves the surrounding community. Since I also work with Be Perfect Foundation, I called Lorie Hargrave to see if the foundation had wheelchairs we could haul to Kenya. I was so delighted when she offered two brand new wheelchairs still in the boxes that were donated by Kessler Alair Insurance. Now all we had to do was convince the airline to add them to our already six huge duffle bags of medical supplies. After some sweet talking, the airlines said “yes” and didn’t even charge us extra! I must say that after 22 hours of flying with three plane changes and a two hour ride in the rain tied to the top of the vehicle, the boxes were pretty much

destroyed by the journey but the wheelchairs survived and made it to Kenya!

During our week there, we treated a wonderful woman, Winfred, who had surgery the previous year. She was wearing a leg brace and hadn’t really stood since her surgery. The PT’s worked with Winfred and her husband teaching her to stand with a walker. She was very serious about getting better and her husband was going to do his best to find her a walker. Since her surgery, her husband and friends had to carry her everywhere. While he was sharing her story, Winfred was sitting in one of the wheelchairs that we brought over that happened to be parked in the clinic. At this time, I was the only one in the room and he asked me if he could borrow this wheelchair until he could buy one. I acted impulsively and said, “Borrow one? I brought this chair all the way from California for Winfred!” Well, I guess I caused quite a stir because even in Africa they have policies and procedures for giving

away medical devices. Oh well, I saw a need, and I took care of it! Lesson learned. I know now to ask first. I felt bad for about an instant, but my heart is still smiling over the entire experience.

A month later, I received a text from Winfred (yes I gave her my number) thanking me for the wheelchair and how it has been very helpful to her. Thanks so much Kessler Alair Insurance and Be Perfect. You made a huge difference in the life of someone you will never meet who lives in a small village 10,000 miles away. Your generosity reaches all the way to the other side of the world!



Welcome Aboard!



Nancy Cordero
Customer Service
Representative

Nancy has been in the insurance industry for 8 years, and has loved every moment. Educating the Inland Empire public about how to protect assets, the types of insurance coverage available, and the affordability of insurance coverage is a top priority for Nancy. Her Hispanic heritage and ability to speak Spanish fluently fuels her passion for sharing her knowledge with the Hispanic community. Nancy was born in North Hollywood and raised in Los Angeles and is a diehard Dodgers fan. Family is a very important part of her life and while away from her work you would find her with her parents and brother or enjoying time with community involvements.



Jackie Gutierrez
Service Assistant

When a Kessler Alair employee spoke about the family-oriented atmosphere of the agency, Jackie Gutierrez knew that the Inland Empire Insurance agency would be a great fit for her. In the insurance business since 2001, Jackie came to the Kessler Alair team in 2013.

Jackie, who has extensive experience working with different insurance carriers, is dedicated to providing the Kessler Alair team as well as every customer with the best service possible. Born in Los Angeles, Jackie was raised in Montclair and enjoys the vibrancy of the Inland Empire. Involved in both community and church service, she enjoys making a difference in the lives of people throughout her community. Jackie is bilingual, speaking both English and Spanish. She also enjoys baking, spending time with her family, and trying new local restaurants.



Nicole Gonzalez
Customer Service
Assistant

Nicole started in the insurance industry in 2005, and has enjoyed the dynamic and exciting nature of the business. Her outgoing and friendly personality makes her a wonderful fit for the Kessler Alair team, and for the service industry in which she works.

Entering the insurance business right out of high school, as a receptionist, Nicole soon realized she enjoyed it and wanted to learn additional aspects of the industry. After working in personal lines, she moved to commercial lines, where she could help clients tackle the complexities of insurance for their business.

Nicole grew up in Montclair and has called the Inland Empire home her entire life. Whether it is working, bowling with friends, or spending time with her husband and daughter everything she does, she does it with 100% dedication.



Be Ready Be Prepared

by Michael Kessler

The several recent small earthquakes in California have jolted our memories to the importance of properly insuring our homes with earthquake insurance. Earthquake coverage is often not very well understood. Many believe that it is covered under their standard homeowners insurance, but it is not. An earthquake insurance policy is one of the easiest quotes you can request, as well as understand, once you review with an agent.

Kessler Alair Insurance has recently acquired two new earthquake insurance products through Stillwater and Arrowhead Insurance. With this recent addition to our

already existing GeoVera and Pacific Select earthquake products, Kessler Alair Insurance clients are now provided with many options for price and coverage comparisons to meet your specific needs.

As an ongoing dedication to emergency preparedness, Kessler Alair Insurance was proud to participate in California's most recent Great Shakeout in October 2013. As an office, we shared safety information with each other as well as on our Facebook page. We completed a duck and cover drill on that day as well as made purchases to ensure that we would have supplies on hand if we had to remain in our offices after a disaster. Please consider reviewing this information with your families and businesses so you can be prepared. Earthquake coverage can be a big decision. Give us a call today so we can educate you on the options available.

Kessler Alair's Annual Kickoff



At the beginning of each year, we recognize outstanding achievement from the prior year and announce new goals for the future. Many producers and customer service representatives were recognized for their outstanding work. Most importantly we were able to present a check to the **Be Perfect Foundation** for the funds raised in 2013 from our Bat-a-thon and "Jars for Change".



May 2014 be a great year for everyone!

Kessler's Client Corner: Rodriguez's Refinishing

Yenifer Rodriguez, owner and operator of **Rodriguez's Refinishing** in Montclair, has a passion and dedication for education as well as an entrepreneurial spirit. After completing her bachelor's degree in Spanish and a minor in Business, she continued on to acquire her teaching credential as well as a Masters in Education. Originally intending to serve in the education field she couldn't ignore aspirations to start her own business.

"My father has been in the painting industry for over 20 years. I began researching and finding out the many opportunities there are in the powder and liquid coating industry," shares Yenifer. "I educated myself in this area and thought it would be a good business to start. I went ahead and took the risk and never looked back. My business has grown immensely and will continue to grow."

Rodriguez's Refinishing specializes in Powder Coating and Liquid Coating. Materials such as metal, fiberglass, aluminum, and many more can be painted at their facilities with state of the art equipment. With this equipment, any desired color can be added to the part regardless of size.

Yenifer personally enjoys working on projects. She is responsible for adding the final touch to a variety of products making amazing pieces of art many communities will enjoy. For example, city benches, mail boxes and light fixtures are completed at their production site and delivered all over the world for their final installation. BMX bikes for show are also a popular item that they work on. All of this gives the whole group at Rodriguez's Refinishing great satisfaction. "I enjoy my client's reactions when they see the paint jobs that my company provides. Second, I enjoy



working with my parents along with my husband. They are a great bundle of support and we make a great team."

Rodriguez's Refinishing was started with hard work and dedication, and continues to grow under that philosophy. Family operated, they are dedicated to please their clients with professionalism and masterful paintwork.

Rodriguez's Refinishing
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We would love to hear your input! If you have an article suggestion, please give us a call at ext. 2122 or email us at: insurance@kessleralair.com.

Note: Content of this newsletter is for general information only and does not constitute individual investment or coverage advice. Please contact us for more information regarding your specific insurance needs.

Contact Us

Customer Service
909-931-1500^{ph}
800-788-4968^{toll-free}
909-932-2133^{fax}
Se habla Español
Falamos Português
CA License #0A91387

Email
insurance@kessleralair.com

Web
 www.kessleralair.com
fb.com/kessleralairinsurance

2 Locations to Serve You:

College Business Park
2335 W. Foothill Blvd., Suite #3
Upland, CA 91786

Victoria Gardens
12487 N. Mainstreet, Suite 240
Rancho Cucamonga, CA 91739

**Staff Anniversaries
January to May 2014**

Mary Strohmman	27 years
Leslie Hayes	26 years
Christina Ades.....	26 years
Sharon Rachielles.....	20 years
Sue Jahnsen	17 years
Christine Zook	13 years
Christopher Allred.....	11 years
Rachel Castro.....	2 years
Alex Martinez	2 years
David Foote.....	1 year
June King.....	1 year