

TAKE ME OUT TO THE BE PERFECT FUNDRAISER
Saturday, May 21st, 2016

Be Perfect
 PARALYSIS AWARENESS FOUNDATION



For a Range of Reasons

SUMMER 2016

Join us at "The 7th Inning Stretch" – Annual Scholarship Fundraiser



by David B. Kessler

Anyone that knows Hal, knows that he has always been an inspirational influence to everyone around him. He's always had a talent for bringing out the best in his friends and family. Hal and I were on the baseball team together for two years at Claremont High School. I was a catcher and Hal was a pitcher so we got to hang out every day at practice, he was a good friend that made everyday full of laughter as he always had a great sense of humor and a positive outlook.

I remember hearing about Hal's accident when I was at football practice as a junior at CHS. I remember visiting him in the hospital and being so concerned about his recovery. It is very hard to see a close friend go through such a difficult experience. It sort of wakes you up as a young man as to how fragile

life is and that we are not as immortal as we think we are. I watched as the community gathered together to support him through his accident, recovery, and rehab. Like all great human beings, Hal has proved that he won't let one single experience define his legacy. I believe that Hal made a decision that no matter what he faces in life, he's going to do more, be better, and come out on top.

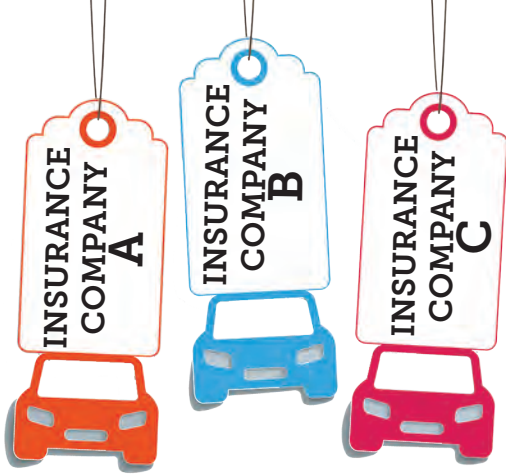
The first event for the Be Perfect Foundation was memorable in that I was impressed by the expression of love and support for the Hargraves from the community of friends and family that poured in to the venue to lend their support. This family was taking something tragic and making a difference for the many spinal cord injury victims they had met during the journey of Hal's recovery. They wanted to help as many people as possible with the financial issues that inevitably come with the challenges of paralysis.

Michael Jordan said, "Obstacles don't have to stop you. If you run into a wall, don't turn around and give up. Figure out how to climb it, go through it, or work around it." Hal has never stopped being a good friend; he never stopped inspiring others and being the best he can be. Encountering conflict can bring out people's true character and Hal has demonstrated that. Regardless of the circumstances, he will not break or give up. The Be Perfect Foundation isn't just about Hal or any one person, but what the foundation stands for and represents is truly something that will never be forgotten.

I feel that it is a privilege to work with Kessler Alair Insurance and do all we can to create awareness and fundraise for those that deal with paralysis and other types of life-changing conditions.

Visit www.beperfectfoundation.com to read the details for this event.

Contact Catherine Dalton at Kessler Alair if you have an item you would like to share for the silent auction.



Google Compare Couldn't Compare

by Catherine Dalton,
Marketing Director

After just over a year of Google Compare Auto Insurance, they decided to pull the plug and announced that they would no longer be offering insurance comparison quotes to consumers effective March 23, 2016. The site was expecting to be a disrupter in the insurance industry marketplace and change the way auto insurance is purchased. The problem for Google was, they did not consider the complicated nature of insurance and the need for agents to make the process easier for the consumer. "Consumers want a combination of ease, choice and advice", says President of Safeco, Matt Nickerson. Google is a great company for so many reasons, but the advice needed to make important insurance decisions cannot compare with that of the independent insurance agent.

Congratulations!



Congratulations to our newest contest winner, Julia of Upland! She and her husband will enjoy a great time at the movies.

Thank you to everyone who participated!!

Welcome



Carmen Rodriguez

If you were to look up the word "Wanderlust" in the dictionary you would find a photo of Carmen Rodriguez right beside it.

Soon after her graduation from Mesa College with her degree in psychology, Carmen and a friend did a backpacking tour through Europe and it was then that she fell in love with traveling. She has since returned to Europe and also added passport stamps from Israel, and Jamaica. She is hoping to see New Zealand and Australia in the near future. Hiking, kayaking or simply viewing the most recent blockbuster movie with her fiancé, family and friends is how she would spend the perfect weekend.

Carmen's journey in insurance began in 2005 with a small State Farm agency and she soon knew it would be a lifelong career for her because of her strong desire to help others. She specializes in personal lines and enjoys educating our clients, in both English and Spanish, on the various products we offer to protect their assets from potential hazards.

World Traveler, Adventure Seeker and Insurance Agent!

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Claudia Sandoval

If you asked Claudia Sandoval what moment in time means the most to her, it would be when all the family is gathered around the dinner table enjoying laughs, conversation and a great meal that she prepared. Family time; whether it be a tennis match with her husband or just enjoying the beauty of the day brings her true happiness. She does enjoy traveling and counts a trip from Paris to Rome via train as her most memorable trip. Of course, helping people every day with compassion, in both Spanish and English, is just one of her many talents. With many years of experience she has learned to listen well to clients and help them find the answers they need to protect their own families.

Family Fun Instigator, Tennis Lover and Insurance Agent!



David Kessler

"Work hard, play hard" is a motto that David Kessler lives by. A 2009 graduate from Claremont High School, David was a standout student-athlete playing both baseball and football. When he wasn't playing ball, David served as student school board representative of the Claremont Unified School District, a decision that laid the foundation of hard work that would continue. After high school, David spent two years on a church service mission in Portugal and the Azores Islands before returning to continue his education at Brigham Young University.

While at BYU, David was a member of the football team where he played wide receiver and special teams. He considers his favorite football moment to be when his team won their 2015 season opener against Nebraska on a last-second Hail Mary. David graduated from BYU in 2015 with his bachelor's degree in sociology and a minor in business. When he wasn't studying or at football, you would find him helping out as a volunteer at the Utah Humane Society. He and his wife Haley share a love of animals. This is evident when you ask them about their two "fur-babies" Chewy and Nala. They are rarely separated from their darling dogs except when they find a moment to travel. David and Haley enjoy virtually all ocean activities including surfing, kayaking, and SCUBA, just to name a few. He loves to work with his family as well as all the other great people at Kessler Alair.

He is passionate about helping people make smart financial decisions and help them reach the financial goals necessary so they can do the things they love. Helping people find the most efficient balance in terms of affordability and protection is his motivation. You will find it a pleasure to work with David.

Surfer, Dog Devotee and Insurance Agent!



Let's Go For A Walk!

Join the Kessler Kares team and help homeless pets find homes!



by June King

Being involved in our community is important to Kessler Alair Insurance and with that in mind each of our 3 locations has chosen a non-profit to be involved with this coming year. The Upland office has quite a few pet lovers so they have chosen to take their furry friends on a walk in an effort to raise money for homeless animals and support the Inland Valley Humane Society at their Annual Paws 4 Pets Walk on Saturday, May 21st at Frank G. Bonelli Park from 8:00 am – 12:00 pm in San Dimas. This event is the largest fundraising event put on by the Inland Valley Humane Society & S.P.C.A. to help the abandoned and homeless animals of our communities.

We would love it if any of our clients and friends would like to join us on this walk. The more the merrier! We would like

to invite you to join our Kessler Alair team and become a walker yourself, simply visit www.ivhswalk.com and sign up as a team member under Kessler Kares. If you are unable to participate in the Walk, but still believe strongly, as we do, that all animals deserve a home, you can donate money toward our fundraising goal by visiting our fundraising page. From the Walk homepage, select "Join A Team", input the name **Kessler Kares** in the box provided and follow the directions for making a donation.

Registration, the complimentary pancake breakfast, Vendor Village and Kid's Zone open at 8:00 am. The Walk will also feature live entertainment, raffle prizes, pet contests and a special appearance by the Glendora Police Department with a K-9 Unit demonstration.

Registration is \$15 and will be \$20 on the day of the walk.

Kessler Alair will match donations made to the Kessler Kares team up to a total of \$1,000.



Kessler's Client Corner

Barbara Cheatley's Celebrates 40 years in The Village of Claremont

If a unique gift is on your list you are sure to find many delightful choices at our client and friend's beautiful shop in downtown Claremont. For just over 40 years, Barbara Cheatley's has given the Village the perfect shop, oozing with charm, class and the comfort of feeling like you are coming home. "I had spent two years in England and fell in love with antiques and the history they represented. The store was an extension of a hobby and I was fortunate to turn it into a vocation", shares Barbara. Today the merchandise focus is more about finding the perfect gift rather than the antiques, but there is still a feeling of "treasure hunting in grandma's attic" which includes the homespun and handwritten postcards she sends to her loyal customer base each year.

Another thing that makes Barbara distinctive is the fact that she is in the store interacting with her customers nearly every day. Many have been visiting her shop not only for the perfect find, but for a friendly chat or advice from their longtime friend. These visits are now multi-generational with the children and grandchildren of her first customers stopping in often. Barbara finds great joy in looking for items that are exceptional and she loves the feedback when people love what we present to them.

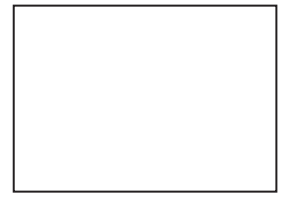
Although you still have a little bit of time, be sure to put their "Christmas Extravaganza" on your calendar. This has become one of their trademark events and according to Barbara "it is always as much fun for us as it is for our customers".



Barbara Cheatley's
215 Yale Ave.
Claremont CA 91711
909-621-4161

www.fb.com/barbaracheatleys

Send us your Company Facebook or Google+ page address so we can "Like" it! We want to help spread the word about your business.



3 Locations to Serve You

Representing these and many other quality companies!



Over 290 movie packages were delivered in 2015. Are you next?



If you'd like to see a movie on us, send us your referral and if we write an insurance policy for them, we will give you the **Ultimate Movie Experience Package** which includes two movie passes and \$10 concession cash! We'd like to say "thank you" to all of you that have referred someone to us.

We would love to hear your input! If you have an article suggestion, please give us a call at ext. 122 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.

3 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

Newport Corporate Tower
4100 Newport Pl Dr, Suite 570
Newport Beach, CA 92660


Contact Us


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909-932-2133^{fax}
949-536-3700^{ph} • 949-536-3995^{fax}
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Staff Anniversaries
January to July 2016

Brad Kessler40 years
Mary Strohmman29 years
Leslie Hayes28 years
Christina Ades.....28 years
Sue Jahnsen.....19 years
Margaret Cavazos.....18 years
Mary Wilson.....18 years
Christine Zook15 years
Kristina Allred.....14 years
Christopher Allred.....13 years
Alex Martinez.....4 years
June King.....3 years
Valerie Hartman2 years
Maira Rhyner2 years

