

**JULY 3, 2014**

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**THIS WEEK:**

The next regular meeting of the Tri-Valley Executives' Association will be held on **July 10<sup>th</sup>** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Jim Bowen** of Pleasanton Auto Repair and **Dave Silva** of Silmar Flooring.

**Joey Minahan** will SPOTLIGHT **Edward Jones Investments**, and **Dave Silva** will SPOTLIGHT **J.G. Construction**.

A group DISCUSSION will be led by **Joey Minahan**.

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**SOCIAL:**

The much-anticipated **A's vs. Giants** game is coming up on July 8<sup>th</sup>. You don't have to have tickets to go to the tailgate!

Here's all the info. on times and what to bring:  
[www.signupgenius.com/go/10C054EABAC2CA2FF2-tvea](http://www.signupgenius.com/go/10C054EABAC2CA2FF2-tvea)

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**THE WEEKLY "POT" REPORT:**

TVEA's 50/50 raffle is at **\$58.00** with 3 white marbles (\$5 each), 1 blue marbles (\$10 each) and 1 red marble (winner takes all).

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**UPCOMING:**

July 17 – **Darlene Crane-Peel**, Opes Advisors

July 24 – **Chris Rugaard**, Family Law Attorney

July 31 – **Allen Eddy**, Cal Coast Plumbing

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**DUES:**

Invoices for the **third-quarter dues** of \$275.00 have been sent, and are due on July 16.

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**CLASSIFICATION**

**Dan Brown** grew up in the LA foothills where his father was a fireman. In 9<sup>th</sup> grade his baseball team had a game in San Louis Obispo; his mother fell in love with the area and moved the family there. He attended Cal Poly and decided to live off campus when he found out that it was the second biggest party school (next to Chico State).

During college he worked for a contractors licensing company, where he learned about bonding and insurance. After graduation he worked part time for Mutual of Omaha doing sales and promotions. The standard of living was not supported by the opportunities in San Louis, so Dan decided to move to the Bay Area where he worked for the same agency in Santa Clara for 22 years, specializing in construction insurance.

In 2007, the agency Dan worked for sold to a big company, which, he found, was not the way he preferred to do business. That's when he found Onstad's Insurance Agency, who does business the old fashioned way and doesn't micro-manage their agents. So that's where Dan has made his new home.

Dan has been handling commercial insurance for over 30 years, and was happy to be able to round out his service with adding personal insurance when he started at Onstad's. He advises to always have plenty of insurance coverage for the things you can't control. Dan's success is attributable to building trust with his clients and providing superior service. He knows his products and prides himself on doing business with integrity. You need to make sure that you have an insurance agent that will go to bat for you; that agent is Dan Brown.

Onstad's Insurance Agency is an insurance broker, so they are able to shop rate and service to get you the best deal on home, auto, general liability, commercial and umbrella policies, just to name a few. Onstad's will terminate any carrier who falls below their standards for service. They have 24/7 claims service and online billing and payments.

An umbrella policy refers to a liability insurance policy that protects the assets and future income of the policyholder above and beyond the standard limits set on their primary policies; it is relatively inexpensive, costing about \$250-300 per year for \$1 million coverage. Another policy business owners should consider is personal disability.

Insurance carriers are particular about where and on what they'll write coverage (keeping their own portfolios diversified); so he has access to carriers that are the best for every situation. His personal service includes evaluating individual situations to mitigate losses.

Good clients for Dan are property managers, companies of any size and anyone with a home or vehicle. If you have questions about your policies, would like to move your insurance to or refer Onstad's, please call Dan at 866-1444 or direct at 242-7798 [dlbrown@onstads.com](mailto:dlbrown@onstads.com).

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