



CAL-VALLEY CONNECTION



WHO'S YOUR SUPER BOWL PICK?

Who's going to win? Like our [Facebook](#) page or click on the [link](#), then provide a quick testimonial about Cal-Valley and your winning superbowl pick. **You'll be entered into our drawing to win a \$100 Visa Gift Card.** Thank you and good luck!



Notable Game Facts

- This is the 7th Super Bowl appearance by the Patriots since Bill Belichick became the coach in 2001.
- Tom Brady is looking to win his 5th Super Bowl title, which would be the most by any quarterback in NFL history.
- This is the 2nd Super Bowl appearance by the Falcons in their 51 year history.
- Matt Ryan has 18 TDs and 0 INTs in his last 6 games as he looks to help the Falcons win their first Super Bowl title in franchise history.

PRESIDENT'S NOTE

Thank you for your support, loyalty and being a part of our Cal-Valley family. I hope everyone had a successful 2016, along with a joyous holiday season spent with family and friends. We are excited to start our journey through 2017 and looking forward to continuing our relationships with all of you. Our goal is to stay connected and provide quality service that you can count on. I am confident that our agency will live up to your expectations and continue to enhance our relationships.

One of my personal goals for 2017 is to maintain a healthy work/life balance. To that end, I've promised my family that we will spend more quality time together and capture priceless moments. As you know, January was filled with rain and snow. We were lucky to escape with a few friends to enjoy the snow at Bass Lake. We took the kids sledding and they made a snowman. I don't know about all of you, but these are the moments that I live for.

Again, thank you for being a part of our family and cheers to a healthy, happy and prosperous 2017. Our journey is your journey, your journey is our journey, and it's going to be an awesome year.



Thank you,

Brian Morrison

More Topics To Follow...

2016 & 2017 Charities
Referral Program
Employee Spotlight

P.S. Did you do something fun in 2016 or have something planned in 2017 that you would like to share? We would love to feature you in our next newsletter. Let your Account Manager know or feel free to send directly to me by clicking the [link](#).



WE LOVE OUR COMMUNITY

Thank you to everyone who was a part of our 2016 referral program.



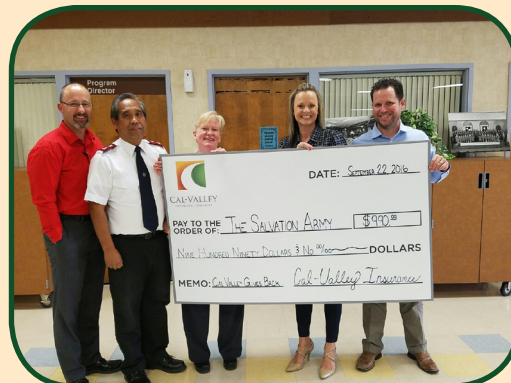
\$2,830 donated to:

Changing Lives For Tomorrow

The Salvation Army

Make-A-Wish

Care Fresno



There is great satisfaction knowing that we were able to help several members of our communities from children to adults to pets, because of your generous referrals!

2017 REFERRAL PROGRAM

1ST QUARTER



Feeding children that need it most who live in below poverty areas. Provides food to children after school & on weekends to feed hungry little bellies.

2ND QUARTER



Raises awareness and funds to fight breast cancer. Coordinated walks help to accelerate research, improves screening, diagnosis and treatment.

3RD QUARTER



To create, find and support programs that directly improve health and well-being of children and their families. Keeping families close to each other and the care they need.

4TH QUARTER



Provides a place of refuge for foster children. Focuses on the children's needs and searches for a loving foster family to enrich their lives.

A referral is when someone contacts our office and says you referred them. For each referral resulting in a quote/proposal, we will donate \$5 to our featured charity. Each referral equals one entry into our quarterly drawing. Don't worry, we ask on every call. Plus, on a quarterly basis we draw one name and give an additional \$200 in the winner's name to a charity of their choice. The more you refer, the better chance you have to win.



EMPLOYEE SPOTLIGHT



2016 Account Executive of the Year **Julia Loring**

Julia was awarded our 2016 Account Executive of the Year award. During her 22 years with Cal-Valley she has always performed at a high level and demonstrates what it takes to be successful. We are very honored to have such a wonderful individual be a part of our team. For all of you that work with Julia, I'm sure you'll agree that she deserves this award. Please join us in congratulating Julia and wishing her the best!

2016 Account Service Manager of the Year **Annette Gonzalez**

Annette was excited to receive our 2016 Account Service Manager of the Year award. She has been an extremely valuable and loyal employee over the past 12 years. She is a leader in our transportation department and viewed as a go-to person by others in the organization. We can always count on her to stay current on coverages and companies along with providing excellent customer service. Please join us in congratulating Annette and wishing her the best in 2017!



2016 Employee of the Year **Tamara Brown**

Tamara electrified the room when she found out she was awarded our 2016 Employee of the year award. There was dancing and high fives all around the room! Tamara has also been an awesome and loyal employee for the past 11 years. As our accounting assistant she keeps us all in line, but also helps in many other support roles throughout the agency. You might even hear her answer the phone as she backs up our receptionist. She truly brings a fun-loving spark to the office and we are grateful to have her as part of our team! Again, please join us and congratulate Tamara.

If you've been helped first hand by any of these employees let us know why you think they deserve these awards. [CLICK HERE](#)