



CAL-VALLEY CONNECTION

Canopy Connect

A few months ago, we acquired a new tool to help make the insurance process easier for everyone. Canopy Connect allows you to quickly share copies of your current insurance policies with us, so we can compare your rates & coverage with the best insurance companies available. If you have an online account with your current carrier, it takes less than 30 seconds to import your policy documents and it's 100% safe and secure. We'll instantly connect online with your current insurance provider and get everything we need.

If you want to make sure that you have the best coverage for your insurance needs, click [here](#), or scan the QR code below, to import your insurance information over to us and we'll contact you shortly after. It's really that simple!



2021 Charity Recap

We are always happy to give back to the community and with the help of everyone that participated in our referral program, we were able to give back to some great charities last year. Thanks to all of your referrals, we were able to donate \$1,515 to the Make-A-Wish Foundation. We supported Make-A-Wish for the first 6 months of last year and were able to reach our goal of \$5,000 raised through the referral program, our Wish Your Way page and Amazon Smile donations.



Through our referral program, we also raised \$790 for the Fresno Rescue Mission and \$500 for the National Multiple Sclerosis Society. Thank you to everyone that participated in our 2021 referral program and for all of your generous referrals. We look forward to supporting more charities this year and many years to come.

2022 Referral Program

You are family to us, and we appreciate you entrusting the best interests of your friends and family with us. As our way of saying thank you, we've developed our "Help Our Community" referral program. 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. We love supporting our community and together we can make a difference by giving back to our charities. You can visit this year's charity websites to learn more by clicking on their respective logos below.

1st Quarter - Valley Teen Ranch

Provides hope to vulnerable children, youth, young adults, and families through life-changing relationships and experiences. All children, youths, young adults, and families, will live and thrive in safe and healthy homes.



2nd Quarter - Molly Steinsapir Foundation

The Molly Steinsapir Foundation honors the life and legacy of Molly Steinsapir, who passed away at the age of 12, on February 15, 2021. The Foundation's purpose is to advance charitable causes that Molly cared deeply about.



3rd Quarter - Stone Soup Fresno

Inspires children and nurtures families to realize their full potential in America. Imagines a world in which every person is respected, and families have the resources they need to cultivate growth and positive change.



4th Quarter - Angels of Grace

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



35 Year Anniversary

During our company meeting last month, we celebrated the 35 Year Anniversary of two beloved employees, Donna Ewy and Sandi Nowinski. They both joined Cal-Valley shortly after it was created and helped it develop into the company it is today. They are both extremely valuable, hard working individuals that always make sure their clients are well taken care of. We are so grateful to have had them as part of the Cal-Valley family for all these years, and we look forward to many more years to come.



Employee Appreciation

We always like to give recognition to those who succeed here at Cal-Valley. Our employees all work hard year-round and last year we had several Account Executives who put in the work and not only reached their goals, but exceeded them. Congratulations to Michael Wilkerson, Amy Nevarez Flores, Anusone Keochai, Clint Phelps and Wayne Wade on being last year's top Account Executives for Cal-Valley Insurance.



*Account Executive of the Year**Michael Wilkerson*

Our 2021 Producer of the Year was awarded to Michael Wilkerson. Mike has been one of the top Account Executives over the past few years and he can always be counted on to provide answers for everyone. He constantly goes out of his way to make sure everyone

is taken care of. He is an individual that constantly pushes himself and displays the get it done mentality. He is highly respected amongst his coworkers and his clients. As his confidence continues to grow, we are confident success will continue to follow him. We are thankful for all that he does for Cal-Valley. Congratulations to Mike for another great year!

*Account Service Manager of the Year**Carrisa Nowinski*

Carrisa was happy to receive our 2021 Account Service Manager of the Year Award. She has been counted on for many years and continues to grow within the company. She supports Cal-Valley's core values and is always willing to help where needed. She always gives 100% and will move mountains to make sure our clients are taken care of. Her support and dedication is much appreciated by the company and our clients. She continues to thrive as a department leader and is as reliable as they come. We look forward to many more wonderful years with her. Congratulations for a spectacular year, Carrisa!

*Employee of the Year**Michelle Pippin*

Our 2021 Employee of the Year for was awarded to Michelle Pippin. Michelle was an integral part in helping our company reach our goals. She leads by example, never complains no matter how busy she is and always has a positive attitude.

Not only did she manage her work, but she was also tasked with training and mentoring a new employee during the year. She has been part of the Cal-Valley family for three years now and she has been such an integral part of the staff. We could not have accomplished our company 2021 goals without the drive and support of Michelle. Congratulations!

*Shark Impact Player of the Year**Kelly Roehl*

This year, a new award was introduced to our end of the year awards called the Impact Player of the Year. For the past several years, we have taken on the shark mindset as a company, through Walter Bond's motivational speeches. This award was created from that shark mindset, and it is given to the person that makes the most daily impact for Cal-Valley and our clients. While everyone at Cal-Valley are impact players, our Client Service Manager, Kelly Roehl, stood out in 2021. Her incredible support to our staff and our clients is invaluable, and we are lucky to have her on the Cal-Valley team. Congratulations, Kelly!