









The Pilkingberg News

Calendar of **Local Events**

May 3-6

Puyallup RV Show

Mattress Firm ShowPlex @ Puyallup Fairgrounds

Something for every leisure need from a tent trailer to a vacation home on the lake and everything inbetween. Saddle up and go! www.puyalluprvshow.com

Mav 11 Family Movie Night at Portland Ave

Portland Ave Community Center 7:30pm 3513 Portland Ave, Tacoma 253-591-5391

'Guardians of the Galaxv2' FREE indoor movie on a large indoor screen

Free popcorn! You are welcome to bring bean bags, game chairs, pillows, etc. for comfortable lounging. Children 10 and under must be accompanied by a responsible family member. www.MetroParksTacoma.org

May 10

Bike to School Day

Thousands of students, families, community partners, and elected officials around the country will celebrate the benefits of biking and walking to school during National Bike to School Day. Check your local area for events.

www.bike253.com Bike like the Mountain is out!

May 19 Good Neighbor Day See article on Page 2 of this newsletter www.needabreak.org/goodneighbor-day.html

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Meet AnnMarie Sweeney



AnnMarie and Jeremy

AnnMarie Sweeney has joined Pilkey-Hopping & Ekberg in the Commercial Lines Department. She has been in the insurance business for 28 years and has come full circle in her career. She started in the industry as a CSR on the agency side, moved to sales and then on to underwriting. Now she has returned back to the CSR side, which she enjoys most. She loves helping people.

Born and raised in Moses Lake, WA, AnnMarie has a love for the outdoors. There is nowhere else she would rather live than the Pacific NW. We have it all — the ocean, mountains, desert and 10th Anniversary at Hurricane Ridge | four seasons! Her favorite vacation spots are the

Pacific Ocean and Yellowstone National Park. AnnMarie and her husband Jeremy love to garden, camp, fly kites, hike, snow ski and, most of all, spend time with their fur kid — 10 – year old Piper. Piper is a unique mix: Beagle, Springer Spaniel, German Shepard, Golden Retriever with a splash of Chow.

AnnMarie and Jeremy have been together for 13 years and coming up on their 11-

year wedding anniversary. They met at a wedding and it was love at first sight. The bride had previously tried setting them up a couple of years prior to them actually meeting. Since Jeremy is a few years younger than AnnMarie, she thought he was too young for her. But the age difference wasn't a "deal breaker".

We are pleased to have AnnMarie with us! Please help us in welcoming her!





Mother's Day a celebration of motherhood and maternal bonds; we love and appreciate our mothers and mother figures!

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Pilkey-Hopping & Ekberg's Non-Profit of the Quarter: Need A Break Services

Need A Break Services Project Spotlight: Good Neighbor Day 2018

As part of Need A Break Services' mission to meet needs in our community and motivate others to serve, we are excited to introduce Good Neighbor Day, a community-wide service project May 19, 2018. Good Neighbor Day is an opportunity for anyone and everyone to be a good neighbor.

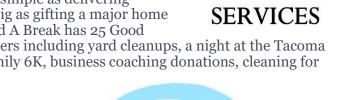
Volunteer teams are arranging for projects of all sizes, and anyone is welcome to create their own project. These projects can be as simple as delivering cookies next door to brighten someone's day, or as big as gifting a major home repair to someone in need of a break. Currently Need A Break has 25 Good

SERVICES

Neighbor Day projects being coordinated by volunteers including yard cleanups, a night at the Tacoma Rainiers for homeless families, the World Vision family 6K, business coaching donations, cleaning for local nonprofits, and more!

To find out how you can participate in Need A Break's Good Neighbor Day, visit http://www.needabreak.org/good-neighbor-day.html. Volunteers are needed to donate, help with service projects, and/or create new projects. We hope you'll consider joining us May 19!

Pilkey-Hopping & Ekberg is pleased to support Need A Break Services, the Non-Profit of the Quarter. For every referral we receive this quarter, we'll donate \$5 to this organization.





Customer Feedback

Thank you to all who have taken the time to complete our customer surveys in the past. We no longer have the website

(www.phelistens.com) for the survey, but we'd still like to hear your

feedback...good or bad. Please feel free to email us at insurance@pheinsurance.com any time with any concerns you have or if you just want to give kudos to one of us.

On behalf of our team, we sincerely thank you for your business and look forward to your feedback.

"I appreciate your newsletter and the community interest PHE projects."

Anonymous

"...Kelsey...went above and beyond in helping me get the coverage that I needed. I feel like I'm in good hands at Pilkey-Hopping & Ekberg and most importantly getting coverage from people who care."

Damon M.

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Prescription Drugs Driving Healthcare Costs

We often get the question, "why are health insurance premiums going up so much?" There are many reasons for the increase, but one of the biggest factors is prescription drugs. There is widespread agreement that drugs costs are not rising as much as they have done so in the past, but the trends are still not good. A recent survey by Mercer found that upwards of 50 new specialty drugs are expected to hit the market annually for the next five years, which could increase costs by \$25 billion annually. A story by Reuters on the Mercer survey indicated that one new specialty drug treatment for Leukemia costs \$475,000 per patient.

As with many public issues, this one has a political side. High-profile hearings about EpiPen costs and other expensive drugs have some wondering if Congress would weigh in. However, experts caution against expecting any quick action out of Washington. In the meantime, expect to see continued changes



in your health plans prescription benefits. This may include closed formularies limiting options of pharmaceutical choices, tiered payment plans with higher costs for the more expensive drugs, and step therapy requiring you to try generic or less expensive prescriptions before moving to the more costly ones. The key to adapting is to be informed of what these changes mean for your situation and having an open conversation with your doctor.

Community Fun

St. Paddy's Day Run Tacoma

As the sun was rising over the Cascades on the morning of St. Patrick's Day, Shawn

McClain was gearing up for the run o' the day. Her hard training for the past couple months was about to pay off. Anticipation filled the air as the racers headed for the Start. The halfmarathon and 10K racers started first, followed by the 5K runners/walkers. Shawn was in the midst of the 5K'ers. There were so many bodies at the start that it was hard to get started, but off she went! It was a beautiful morning and Shawn enjoyed the comradery of the fellow racers. Eventually the Finish line was in sight! It was a grand o' time and she has the medal to prove it!





low-income families with students in the Clover Park

and Tacoma Public School Districts. Thousands of children in Pierce County School Districts rely on free and reduced-fee meals during the school day. When holiday weeks arrive, these kids often struggle to get enough nutritious food at home.

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(253) 756-2000 www.pheinsurance.com

We'd love to hear about your community involvement! If you'd like to be featured as one of our clients of the month, please contact Dayle Conrad, newsletter editor.

Pilkey Insurance since 1896

dayle@pheinsurance.com

from us. Give it a try! We appreciate your trust in us.

This quarter the recipient is Need A Break Services.

For every referral, you get:

That's it. The person you refer is under no obligation to purchase a policy

A \$5 Starbucks Gift Card! What qualifies as a referral? A referral is when we

The Pilkey-Hopping & Ekberg Referral Program

Refer someone to Pilkey-Hopping & Ekberg Insurance and get something back!

great service every day. Our "Spread the Word" program is our way to say Your referrals mean the world to us. We work hard to earn each referral with

We also match this with a gift to our non-profit of the quarter.

get a call for a quote from someone saying you referred them to us.

thank you for all the referrals you've trusted us with for years.