



The Pilkingberg News | December 2018



Customer Referral Program

Your referrals mean the world to us.

We work hard to earn each referral with great services every day. Our "Spread the Word" program is our way to say thank you for all the referrals you've trusted us with for years.



Refer someone to Pilkey-Hopping & Ekberg Insurance and get something back! For every referral, you get:

- A \$5 Starbucks Gift Card! What qualifies as a referral? *A referral is when we get a call for a quote from someone saying you referred them to us.*
- We also match this with a gift to our non-profit of the quarter.

This quarter the recipient is **Mary Bridge Brigade**. See article [below](#).

That's it. The person you refer is under no obligation to purchase a policy from us. Give it a try! We appreciate your trust in us.

Important Message for QBE Customers



QBE Exits the Market

QBE, a carrier we have had a great relationship with for many years, has decided to leave the US market completely in 2019. Our clients are our first priority. We are diligently working with our other carriers in order to achieve a smooth transition for those we have insured with QBE. We will reach out

to you before your renewal to discuss your replacement coverage. If you have any questions or concerns about this change, please call or write and we will be happy to talk with you.

We will continue to be your broker.

Wellness Program

Flow Fitness and Physical Therapy

Thank you, Joanne from [Flow Fitness and Physical Therapy](#) for a great lunch-and-learn! She talked about some tools for wellness in the workplace which included drinking water, having a positive attitude and taking movement breaks. Looking forward to see how this will put us all in a better mood!

Our wellness program here at the office also includes healthy snacks and walking breaks. Not everyone participates, but those of us who do feel so much better! With the weather getting colder and wetter outside, our very own Shawn McClain has some weight training in the works. Stay tuned for updates...



Plan Ahead for Disasters

Having a well-thought-out plan is key



Both Hurricane Michael and Florence have reminded us of the need to not only be aware but prepared for impending disasters. Regardless if it's a hurricane, tornado, or earthquake, having a well-thought-out plan in place is key to minimizing negative impact on business continuity. For some helpful tips, please peruse the valuable content at www.ready.gov

Reprinted from <https://www.ready.gov>

Gayle Holcom Retires

The "House" That Gayle Built

After 34 years, Gayle's last day was October 3rd. She came to Pilkey-Hopping & Ekberg in 1984 from Aetna to start the PHE, Inc. entity, which was the Life & Health Department. It was a one-woman show until Pam Starkey was hired as her assistant in 1988. Today, the Life & Benefits Department is a thriving part of the agency.



Gayle has been active in many community activities as well. She is past president of the Hospice of Tacoma Foundation, two local Parent Teacher Associations and the Dash Point Community Club. Gayle is a member of a number of professional organizations and has also served as the chair of the Employee Benefit Section of the Society of Financial Service Professionals nationally. She holds both the CLU and

ChFC professional degrees as well as a certificate in HealthCare Reform studies from the American College.

Boredom is not in Gayle's retirement plans. She will be working with the non-profit community to help them identify ways to retain and recruit employees within their current budgets. In addition, Gayle plans to do more glass art as well as spend more time with family and especially grandkids! Gayle and her husband, Chuck, have lived in Dash Point for over 40 years and raised two sons. Gayle and Chuck are now proud grandparents of four grandchildren — Makayla, McKinzey, Tristen and Asher (pictured above).

We will miss seeing Gayle on a daily basis, but wish her the best in her retirement!

Pilkey-Hopping & Ekberg's Non-Profit of the Quarter: Mary Bridge Brigade

Pictured below: 2017 Bridge Builder's event -- donor recognition celebration for the Mary Bridge Children's Foundation and the opening event for Mary Bridge Children's **Festival of Trees**



Pilkey-Hopping & Ekberg is pleased to support Mary Bridge Brigade, the Non-Profit of the Quarter.

For every referral we receive this quarter, we'll donate \$5 to this organization.

Mary Bridge Brigade is a recognized asset in our community working to support the health and safety of our children.

With the efforts of one full-time and one part-time office coordinators, this *all-volunteer* organization continues to support Mary Bridge Children's Hospital. Through the fiduciary responsibilities of the Board of Trustees and the



fundraising efforts of the guilds, Mary Bridge Brigade provides funding for Orthopedic Shoes, Koosh Balls, Beads of Courage, supports Leukemia work and other various special program requests. In May 2018, they funded the purchase of the state-of-the-art Mazor Robotics Renaissance Guidance System designed for spinal surgeries. The positive impact of this robotic system has already been recognized through improved clinical outcomes! From the beginnings of the hospital, the Brigade has supported numerous 'bricks and mortar' campaigns as lead donor for Mary Bridge Children's Health Center, Emergency Services, Pediatric Surgical Wing, and Building Dreams Together Campaign. Under the leadership of Jenny Pasco Smith, their own Mary Bridge Brigade Legacy Campaign reached its \$10M goal in record time.

Soon to celebrate 100 years, they invite you to join a guild, purchase a wreath, shop the Peninsula Guild Thrift Shop in Gig Harbor, attend an event, consider a commemorative or legacy gift, volunteer!! Bring a friend, co-worker, family member - become a part of the future as they strive to brighten the future of the children of Mary Bridge Children's Hospital. Be a Champion for Children's Health! "Join us, we would like to hear from you as our story continues into perpetuity..."

Mary Bridge Brigade, Champions for Children's Health

Visit their website for information www.marybridgebrigade.org or call the Mary Bridge Brigade Office (253) 403-1427.

Did you know? Mary Bridge Brigade was the recipient of the 2017 **12th Man Award** – award for outstanding community participation and stewardship.

Recipe of the Month

Creamy Shrimp Florentine

<https://therecipecritic.com/creamy-tuscan-garlic-shrimp/>

Author: Alyssa

Prep time: 5 mins

Cook time: 15 mins

Total time: 20 mins

Creamy Shrimp Florentine is the most amazing creamy shrimp dish. A creamy garlic parmesan sauce with spinach and sun-dried tomatoes creates an unforgettable restaurant quality meal right at home!

Ingredients

- 1½ pounds large shrimp, peeled and deveined
- 3 garlic cloves, minced
- 2 Tablespoons olive oil
- 1 cup heavy cream
- ½ cup chicken broth
- 1 teaspoon garlic powder
- 1 teaspoon Italian seasoning
- ½ cup parmesan cheese
- 1 cup spinach, chopped
- ½ cup sun-dried tomatoes

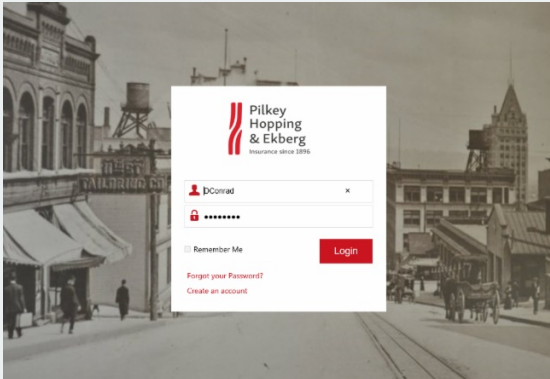


Instructions

1. In a large skillet add olive oil and cook the shrimp and garlic on medium high heat for 2-3 minutes or until pink. Remove shrimp and set aside on a plate.
2. Add the heavy cream, chicken broth, garlic powder, Italian seasoning, and parmesan cheese. Whisk over medium high heat until it starts to thicken. Add the spinach and sundried tomatoes and let it simmer until the spinach starts to wilt.

Add the shrimp back to the pan and serve over pasta if desired.

Recipe by **The Recipe Critic** at <https://therecipecritic.com/creamy-tuscan-garlic-shrimp/>



Coming Soon...

Your very own Customer Portal!! More info coming soon...

Our website www.pheinsurance.com just went through a facelift. Check it out and let us know what you think!

One More Thing.....

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.

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