

October, 2017 Member Spotlight

By: Janet StraightArrow, Zwiren Title Agency, Inc.

DYNAMIC DUO INSURING ANYTHING INSURABLE

InsureYourCompany.com provides insurance for anything insurable. InsureYourCompany.com is a full service Insurance Agency that provides all forms of Insurance to meet the needs of each client. As an agency we concentrate on coverage, cost and customer service.

InsureYourCompany.com is a woman owned family business offering quality customer service because they care about the businesses they help protect. Their company vision is to “do what’s right”.



Emily Sperry
Commercial Lines Account
Manager
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Emily has found insurance to be a fulfilling career since she graduated from college. She and her company pride themselves on their ability to access client’s needs and creating a policy that covers them properly.

Emily likes the role of educator in her work, her sweet spot is a client who wants to know more. She loves teaching people why they need certain things that benefit them in the long run.

As a newer member Emily would like fostering relationships between professionals across different industries and professional backgrounds. In her spare time Emily enjoys reading a good book and baking.

Emily’s Business Tips

Never stop learning and educating yourself. Work-life balance is important. Don’t be afraid to ask for referrals. One of the best ways to build trust with your clients is by showing them you’ll help their friends as well as you did for them.



Maryanne Pacifico
Account Manager
InsureYourCompany.com

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Having been an owner of a family business and rental property, Maryanne can relate to business owners and the importance of giving them what they need to either get started and/or protect all aspects of their company.

One of my greatest experiences was helping a client who was just opening her longtime dream business here in New Jersey. Each time I was in that area, I stopped in to see how she was doing. Having been a business owner of several family businesses, it excites me to see her success.

Maryanne’s sweet spot is working with new or existing businesses needing commercial insurance and health benefits. Forming a relationship with my clients for me, is just as important as helping them with their needs.

Maryanne enjoys having fun, preserving family traditions and making memories with family and friends. Each day is an experience, each day I learn something new.