

# YOUNG'S INSURANCE SERVICES, Inc.

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**First Quarter Issue 2018**  
**January / February / March**

\*\*\*Abridged Holiday Issue!\*\*\*

**Welcome Memo Page 1**

YIS (Young's Insurance Services, Inc.)  
Owners' Thoughts

**What's New Page 1**

Check the next issue for any new, important  
insurance news!

**Take a look Page 1**

Get in the "LOOP"!

**Announcements Page 1/4**

Around the office, reminders, updates on the  
"Youngins" in the family, thank you list.

**Agent's Corner Pages 2/3**

Season's Greetings from our YIS family!

**Recipes Page 4**

Grinch punch

**Pet Pals Page 4**

Check the next issue

**Did you know? Page 4**

Interesting, fun facts / Household tips

**Riddle me this Page 4**

Things that make you go "hmmm"

**YIS Trivia Contest Page 4**

Will you be next issue's winner?

**Thoughts Page 4**

*From the desk of . . .*

**Dan & Antoinette Young**

A brief introduction—my Husband, Dan and I are the owners of Young's Insurance Services, Inc. through whom you purchased an insurance product either from us, or one of our helpful agents. We would like to take a moment to introduce this newsletter, and welcome all the new families to this complimentary mailing we send out quarterly. Our brokerage agency has been providing health, life and Medicare insurance options, along with a variety of other products since 1997. To learn more about us and our company, please visit our website at [yisonline.com](http://yisonline.com) and check us out! Thank you for your confidence in our company, our agents and the products we offer. We hope you enjoy this and all future newsletters that we send out to keep in touch with everyone.

\*PLEASE NOTE\*  
UNLESS OTHERWISE STATED,  
ALL ARTICLES ARE WRITTEN BY  
ANTOINETTE M. YOUNG, CO-OWNER

\*\*\*Season's Greetings!\*\*\*

We hope this newsletter finds you well! It's been one crazy year with so much happening around the world, in our country, and even in our own families. During this beautiful time of year however, my wish is for each of us to stop and reflect on all the blessings God has given us.

Dan and I want to thank our agents and staff who put in so many hours to ensure that each client had, and continues to have, the coverage they need, along with the quality customer service they deserve.

As an agency, we are all grateful for so much. We are touched by the support and patience our families show during the busy annual review season. We are thankful for each one of you, whether you're a long-time client or new to the YIS family, for your patience and confidence in us. We are humbled by your referrals, as well the outpouring of seasonal wishes and tasty goodies brought to the office. Most importantly though, each of us here at YIS are encouraged by your trust in us as well as our services and wish to thank you all.

So without further ado, please enjoy this abridged holiday issue, and best wishes for a happy, healthy, New Year!

***What's New***

Check the next issue for any new, important insurance news!

***Take A Look***

**Are you in the LOOP!**

What the LOOP is in technical terms: A personal Wi-Fi display that connects you with friends and family through photos, videos, and even video chat. In plain terms: It's a little tv monitor that sits out on a table or stand like a picture frame allowing you to receive photos or videos. A very simple device enabling family and friends to stay involved, anywhere at anytime. For instance, if I take a picture or video of my kids from my cell phone and wish my parents to see them, I would simply send them to LOOP.

If my parents had the LOOP monitor they could see them in live time or when they have an opportunity later. Pictures and videos can be sent to multiple people at once. It's pricey at around \$300 per unit, but there are special deals available. The monitor is about 7" high by 9" wide and only weighs 2.5 pounds making it very portable. Currently, they're backordered until early 2018, but you can order them now. So now my friends, you are all "in the LOOP"!

***Announcements***

**In and around the office . . .**

***Happy Birthday to you...***

Antoinette Young, Owner—February 5th

Daniel Young, Owner—February 6th

Rob Darnell, Agent—February 9th

James Long, Manager—February 26th

Krista Leach, Staff—March 11th

***Just a reminder, please call to notify us with an address / phone # change!!!***

Also, HIPPA rules are very strict—If there's a family member or friend that you wish us to speak with on your behalf for any reason in the future, then kindly contact us with their information and we will keep it in our files. In the event of someone's passing, we would need you to provide a death certificate to stop the policy and have any monies due refunded. Please be prepared to confirm your personal information when calling our office as well.

***Big Boy / Grandbaby Update!***

**What Jake Ryan Young and Elena are doing now!** (Jake is our youngest son, age 81/2 and Elena is our Granddaughter who will be 2 in March.) Jake is so big! It won't be long until he's as tall as me! Dabbling in magic tricks has become a favorite hobby and he still reads a lot. He loves to draw and write stories as well. Much of his time however is dedicated to being a wonderful Uncle to Elena. Jake anxiously awaits Elena's arrival several days a week and loves spending time with her. He runs around in circles with her (literally), reads to her, watches movies with her and everything in-between. Elena squeals in delight when she sees Jake. She yells "JAAAAA" loudly. She imitates every move he makes. She is so happy all the time and loves giving hugs. She is learning how to nicely play with cats and dogs and getting very close to talking  
(cont. on page 4) **Page 1**

## ~ From our families to yours! ~

### Owners; Daniel Young & Antoinette Young

We would like to wish everyone a warm holiday season and may 2018 bring you all health and happiness! ~ **Dan**

Wishing you a season filled with warm exchanges, activities that bring a smile, and memories that warm your heart! May your New Year be filled with health, new experiences, and many blessings! ~ **Antoinette**

### Agents/Managers; Nicholas Young and James Long

Happy holidays from me, my wife Kayla and daughter Elena! 2017 was a wonderful year and I'd like to quickly thank everyone who trusted me to help them make the right decision, with a special thank you to anyone who passed along my name! ~ **Nick**

My wife Teri and I feel very fortunate, especially this time of year. We are grateful for all the support I get in the way of client referrals and to be in a profession providing much needed assistance. Thank you all for a great 2017. On behalf of my family and Amber here at the office...I wish you a very Merry Christmas and Blessed 2018. ~ **Jim**

### Agents; Timothy Young, Patricia Hickey, Charles Brady, Robert Darnell, Edward Mitchell, Alan Saylor, Brian Cannon and Jason Friedman

As the holiday season approaches, I'd like to take this opportunity to simply but sincerely say thank you. Your continued support has made 2017 a successful year and it would not have been possible without you. I hope your holiday and New Year is filled with happiness and I look forward to working with you in 2018 and beyond! ~ **Tim**

To all of my clients and their families I am wishing you Peace, Health and Happiness for the coming year. I would also like to take the opportunity to thank you for your business. ~ **Pat**

Praying forward happy and healthy holidays to all! My family and I want you to know that we will be praying for you throughout the year! Thank you for trusting me with your Insurance needs! ~ **Charlie**

Wishing all of my clients a great holiday season and a safe, fun New Year!!! ~ **Rob**

A world of good wishes. One of the real joys this holiday season is the opportunity to say thanks and wish you the very best for the new year. ~ **Ed**

Deck the halls...Bake the cookies...Spend time with those you love. Thank you all for being a part of my life and allowing me to help you with your insurance needs. Best Wishes for a very happy and healthy New Year 2018. ~ **Alan**

This holiday season, we are looking back with appreciation for your loyalty. I'm so glad to have you as a client and look forward to serving you in the future. Have a safe and happy holiday! ~ **Brian**

Wanted to take this time to thank all of our new clients (welcome to the family) in addition to all of our existing clients for making this another fantastic year here at Young's Insurance Services. Wishing all a very happy, healthy holiday season and New Year! ~ **Jason**

### Customer Service Staff; Danielle Del Conte, Krista Leach, Samantha Cannon, and Amber Haring

Wishing you a season filled with beautiful moments and cherished memories! ~ **Danielle**

Wishing you every happiness this Holiday Season and throughout the coming year! ~ **Krista**

Warmest thoughts and best wishes for a wonderful holiday and a very happy New Year! ~ **Samantha**

I wish you and yours a wonderful new year filled with abundance, joy, and treasured moments! ~ **Amber**



Photos from the Young's Insurance Services, Inc. 20th Anniversary Cruise Banquet



The YIS family! All the agents, staff and retirees with their spouses and significant others.

\* Missing from group Photo; Agent Rob Darnell & his wife here below

May 2018 bring a year filled  
with love, health, peace  
and laughter!



Dan's mother  
Sandy Young  
(retired from YIS)  
and his grandfather  
Joe Heck

Lisa Zollo  
(retired from YIS) and  
her husband Phil



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# Season's Greetings!

## Big Boy / Grandbaby Update!

(continued from page one) using actual words. Not that it matters much at this point because Jake interprets everything she babbles for me when she's here! Tree trimming with these little ones just melted my heart and we look forward to many more adorable moments coming up!

Thanks so much! We want to take a moment and sincerely thank each of you who sent so many referrals our way. There are too many to list this issue, but please know how grateful we are!

## Recipes

### **Grinch Punch**

#### **Ingredients;**

- One half gallon of lime sherbet
- One 2-liter of bottle Sprite
- One gallon of green Hawaiian fruit punch
- Red sanding sugar (optional)

**Directions;** Spoon the lime sherbet into a large punch bowl. Pour half of the Sprite and half of the Hawaiian punch over the sherbet. Stir to combine. Completely optional but so adorable, take a glass and dip the rim in a plate of water. Then dip the rim in red sanding sugar before pouring in the punch. It will look beautiful and will taste even better!

Pet Pals Check back next issue!

## Did You know . . .

Hanging Christmas trees upside down is a thing? Apparently it goes back to the Middle Ages, when Europeans did it to represent the Trinity. But now, Christmas trees are shaped with the tip pointing to heaven, and some think an upside-down Christmas tree is disrespectful or sacrilegious. Others find it a trendy new way to have a tree that keeps ornaments out of reach from small children and pets.

## Riddle Me This . . .

- \* What happens if you eat the Christmas decorations?
- \* Where does Santa put his suit after Christmas?
- \* What is the expected outcome of a cross between an apple and a Christmas tree?

## YIS Trivia Contest

Norma Toto, of Atglen, PA won last quarter's YIS newsletter contest!

### **Congratulations!**

The correct answers from last issue are;

- 1.) Ireland
- 2.) Tootsie Rolls
- 3.) True
- 4.) Macy's Day Parade
- 5.) Gourd

## **This issue's Trivia questions are:**

- 1.) What is the name for trees that never shed or lose color even in the winter?
- 2.) Frosty the Snowman was a jolly soul with a corn cob pipe and a button \_\_\_\_\_ and two eyes made out of coal.
- 3.) Who wrote *How the Grinch Stole Christmas*?
- 4.) How many days is Hanukkah?
- 5.) What is the first name of Scrooge in *A Christmas Carol*?

Call, fax or send us your answers. All correct answers will be put in a drawing for a \$25 gift certificate to one of the following: Wawa, Applebee's, Olive Garden, Red Lobster or Cracker Barrel—winners choice!

## Thoughts of the day . . .

### **A few excerpts from Father Moerman's Musings** **What my mother taught me**

(Sent in by our client Dorothy Speranzo)  
My mother taught me about RELIGION. "You better pray that will come out of the carpet." My mother taught me about LOGIC. "Because I said so." My mother taught me about WEATHER. "It looks like a tornado swept through your room. THANKS MOM!"

### **Riddle Answers:**

- 3.) A pine-apple
- 1.) You get yourself 2.) In the CLAUSE