



# NORTHWEST INSURANCE AGENCY, LLC

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DAN GERMOND

MARGE GERMOND  
1923-2004

ANDY GERMOND  
1919-1995

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## HALF CENTURY, ONE-THIRD CENTURY, ONE-FIFTH CENTURY...Thank You!!

The year 2007 marks two special and historical highlights for our insurance business.

Northwest Insurance Agency has reached the *one-third century* mark! It was founded in September 1973 in Glendale, Arizona, by Andy and Marge Germond.

And exactly *one-half century* ago in June 1957 the Germond Family moved to Arizona where Andy continued the insurance career he had started shortly after his World War II Naval service in Troy, New York, birthplace of America's Uncle Sam!

Andy and Marge soon became some of the first business owners in the novel new retirement community of Sun City, where the couple built their own building and operated Andy Germond Insurance from 1961-1973.

Both these businesses are deeply indebted to their many insurance clients who have been loyal for decades, some still from the earliest days in Sun City!

***What does this 50-year and 33-year legacy mean to you, today's insurance consumer?***

Much of Arizona's most dynamic growth is taking place right at our own front door in

the far west valley. We feel there is tremendous opportunity for families and businesses in this vibrant area. Obviously we are proud of our own building in downtown Glendale; we also are continuing to serve and expand our services to current and new clients, especially those to the west and southwest...we are already Northwest Insurance Agency, LLC!

Actually there is a *third historical highlight*. July marked the *20th anniversary* of Carol Kahn with our agency. Those of you already acquainted with Carol are the clients we deeply appreciate...YOU are the reason Carol has enjoyed selling and servicing insurance for two decades! (*Along the way the very devoted Carol and her husband Ted have found time to raise two exceptional children, Taryn and Teddy.*)

Even as she remains fully committed to our loyal insureds, Carol will deeply appreciate your referrals of relatives or friends and neighbors for their insurance needs. Our policy can be simply stated: We strive to help a referral as much as possible. We may not write the business but we may make a new friend and...earn the business later! We owe this to you for the referral!

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*Servicing Your Insurance Is Our Only Business*

**COMMUNITY MINDEDNESS:**

Like so many businesses seeking to carry on their founders' legacy, we believe strongly we **must** return our good fortune to our community in generosity and volunteerism. These were traits of America's mighty generation who persevered and expanded freedom following WWII. Their character had already been molded during the Depression years. Today's following generations must be true to emulate these ideals.

Andy was a charter member and longtime Foundation President of Sun City Rotary Club — his club helped equip Peoria High School's first automotive shop and he led efforts to start six new Rotary Clubs in the west valley.

The Agency today has, with great enthusiasm, supported such vital community organizations as Glendale Rotary Club, Salvation Army, YMCA, Boys and Girls Clubs, PALS of Banner Thunderbird Medical Center, Junior Achievement and, the Germond Family's personal favorite, Westside Food Bank (now allied with St. Mary's Food Bank), where both Andy and Marge volunteered with great joy. They also held deep regard for all of America's wonderful servicemen and women and the agency strongly supports high school JROTC programs and Boy Scouts of America.

Both Andy and Marge Germond are deceased. Son Dan joined their agency in 1974. Dan remains fully involved but also served a long military regular and reserve career. He also enjoys a myriad of volunteer activities involving many of the aforementioned charities but still puts

military service activities on behalf of all of America's armed forces as highest priority.

Education and its support are also an important agency focus. (This may be because Dan's wife of 33 years, Lynda Lee Germond, is nearing retirement from a long and very dedicated teaching career, almost exclusively first grade!)

Northwest Insurance Agency looks forward to future milestones IF we continue to merit your business...and hopefully new business of **referrals** you may choose to reward us with.

We are extremely proud that **CAROL KAHN** has earned the right to help us carry this 50-year insurance tradition in Arizona to new generations of residents of one of America's most beautiful and opportunity-filled states. ARIZONA: The Germond Family and Northwest Insurance Agency thank YOU for a half-century of the finest of America's blessings.

And...to each of you: Clients, friends and potential insureds, we ask you to join with us in observing a **safe and wonderful Christmas and holiday season**. May we each reflect on all that this means to us, our families, and our great nation.

It is important to note that this newsletter is for informational purposes only and in no way should it be taken as a substitute for any language contained in an insurance policy.

**Website: [northwestinsagency.com](http://northwestinsagency.com)**

