

BOB WALLIN INSURANCE

Please Join Us!
For
Bob Wallin's
50th Anniversary
In the insurance industry
BBQ
Friday, July 27th!



**Join us for Food, Fun and lots
of laughs!**
Friday, July 27th
from 12:00pm to 6:00 pm

Donate a school supply item to help local kids and you'll be entered to win **AQUASOX TICKETS! You won't want to miss out on these *preferred seating tickets!*



Another set of **AQUASOX TICKETS** will be raffled off *as well as other fun prizes!*

We will be BBQ-ing Hempler Hot Dogs and have refreshments available, as well as some special treats to satisfy your sweet tooth!

So stop by to grab some grub or get your picture taken with *THE* Bob Wallin.
We hope to see you there!

A Snippet of Bob Wallin's History:

50 years ago Bob Wallin decided to switch from the fuel industry to the world of insurance. After working for various companies he and his wife Nita opened their own independent insurance agency, appropriately named ***Bob Wallin Insurance***.

While Nita was running the office, Bob was pounding the pavement, meeting, greeting and selling insurance. Since then, insurance has been a passion of his and he truly enjoys it.

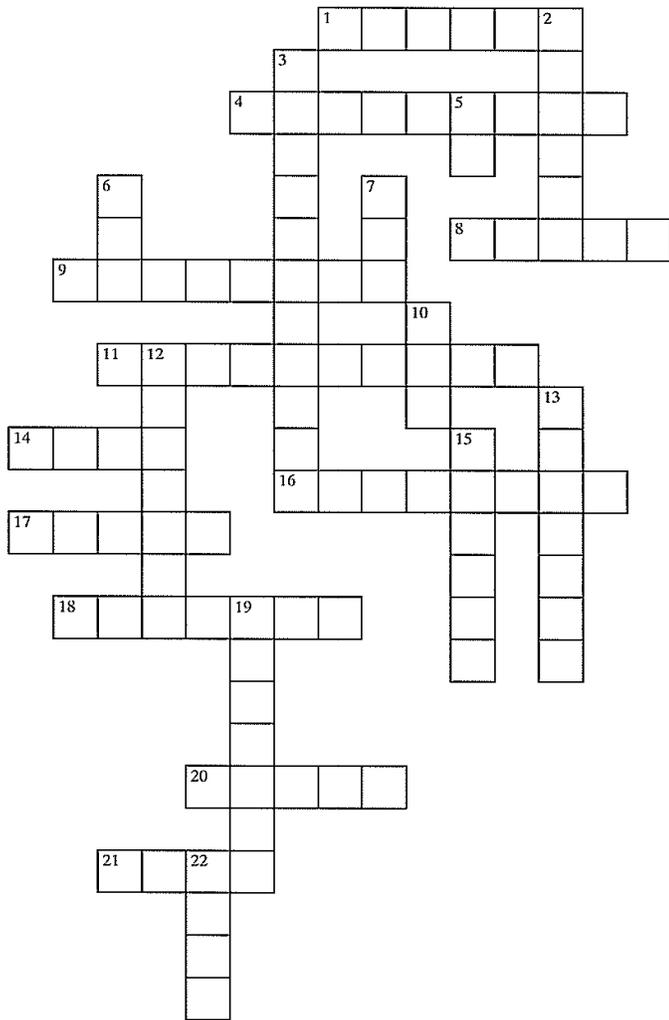
Although he doesn't pound the pavement today as much as he used to, every once in a while he has been known to knock on a few doors .

Bob still comes into the office with briefcase in hand and we are honored to have him at the office at the ripe "young" age of 84!

Congrats Bob!

You are well loved, liked and appreciated!

Summer Crossword



Across

1. What might come loose on your deck
4. Sizzling on the BBQ
8. What is our Referral Program's grand prize
9. Spell that is hot in the summer
11. How old is Bob Wallin?
14. A kind of trout, boats also float on this
16. Protective lotion
17. Number of years in the insurance industry we are celebrating for Bob Wallin
18. Pebble places in the NW where summer sizzles
20. Summer Spot: Shore of the sea
21. Set of boards nailed together in the back yard

Down

2. Short sleep
3. Summer beach structures
5. Dr's assistant
6. First name of our bookkeeper
7. Alternate name for night before
10. First name, member of our staff, played on same softball team for 25 years
12. Summer time drink
13. Outdoor events in the summer
15. Gardeners place them in their summer gardens
19. Backyard swing between two trees
22. Caught in a pot

Yummy Summer Crab Cakes

Love seafood? Try this easy and delicious crab cake recipe!



Ingredients: Crab Cakes

1/2 lb fresh or canned, flaked crab meat
 1 tbsp melted butter
 1/4 cup egg substitute (or use real egg)
 2 tsp lemon juice
 1 tsp Worcestershire sauce
 1/8 tsp salt
 1 dash each of red pepper flakes and red hot sauce
 3/4 bread crumbs or crushed saltines
 Chopped green onion
 Chopped sweet onion (optional)
 1 lemon cut into wedges (optional)

*You can either fry in a frying pan or bake in the oven. ** Goes great with corn, greens or potatoes!*

Directions:

In a large bowl, combine crabmeat, egg substitute, bread crumbs, Worcestershire sauce, salt, onions, dash of red pepper/hot sauce. Using your hands, mix all ingredients together. Using a spoon, scoop a tbsp of mix, roll it into a ball and then slightly flatten. Mold all the cakes and place on a plate or wax paper while your oven/stove heats up.

Frying Pan:

Heat butter or oil in frying pan to medium-high heat. When butter/oil is hot, place cakes in pan. You may need to turn the heat down at this point, you don't want the outside cooked before the inside gets a chance to cook. Flip when browned, repeat

Oven:

Heat over to 400 degrees. Spray cookie sheet with cooking spray or line with wax paper. Place patties on cookie sheet and bake 20-25 minutes until lightly browned on all sides.

Serve with lemon wedges and Dijon mustard. Alternate sauces: horseradish or Spicy Brown and Dijon mustard together.



Caring For Your Deck



If you have a deck, there is a good chance this will be the center of relaxation and comfort for the summer—regardless if you own or rent. Whether its enjoying a warm summer evening, a fun Saturday BBQ, kicking back with friends or a bubble area for kids, the summer fun never seems to last long enough! Check out the tips below to enhance your summer fun and prolong your deck's life!

Check for Damaged Boards:

Your surface boards are subject to all kinds of stress and usage throughout the year. Over time they can simply wear out or rot. Examine the boards for signs of stress such as excessive cracking, curling, rotting or severed boards. Replace any boards that show signs of stress. Your local hardware store can help you select the best kind of wood and provide some helpful hints!

Check Structural Supports:

Lets face it, we don't often hang out under our deck but the underneath is just as important to inspect as the surface. This is where the structural supports are located and is the perfect place for insects or animals to call home. Twice a year, look for signs such as chewed supports, cobwebs, brittle or flaking wood. If you do see signs of insects or animals, contact your local pest control expert. The money spent is well worth the cost to prevent your deck from collapsing rather than it collapsing while you or your family are on it!

Popped Nails, Loose Screws

Over time, the nails holding the boards together can pop out and the screws can come loose which not only hurts to come across with bare feet but can also lead to a partial collapse. Using a hammer, pound down any nails that have popped out. If you have any loose screws, twist them back into place but be sure not to strip the screws. If you do, you will need to replace them with a slightly larger screw. If you have any bolts that have come loose, use a wrench to tighten them as well.

Clean & Stain:

If you live in a wetter climate, your deck is probably slippery by Spring and might need a little more TLC. Summer is the perfect time to clean and re-stain your deck. A power washer is an easy way to remove dirt and grime but be careful not to strip away the actual wood. If you have mold or mildew, use warm soapy water, a scrub brush and then rinse. Once the deck has dried out, apply a sealant or stain to the deck. Ask your local hardware store which product would best fit your climate and protect against the elements.

You are now ready to kick back, grab a refreshment and enjoy another summer on your deck!

~Happy Summer!



Community Outreach!

School Supplies Drive!

We will be collecting school supplies for local children through The Opportunity Council. Please consider donating school supplies or monetary donations to support our local children.

MilkMoney Program!

Thank you to those who donated toward the Bellingham Food Bank Milk Money Program! We didn't quite hit our goal of \$3,000 but the Food Bank was extremely grateful for all the donations!

Whatcom Humane Society!

Thank to all who donated items for our local shelter!

Whatcom Center for Early Learning!

We will be collecting items this holiday season for WCEL which supports families and children with special needs! Stayed tuned for more info in our next Newsletter!



Bob Wallin Insurance
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Bellingham WA 98229
www.bobwallin.com



Bob Wallin Insurance Referral Rewards Program!

Your referrals mean the world to us. We work hard to earn each referral with great service every day. As a way to say “Thank you” we’ve created a referral rewards program, just for you—Its simple *AND* easy! For every referral quote you send us, YOU get:

- **\$10 Gift card** to Fred Meyer
- Entered into the monthly drawing for a **\$50 AMEX Gift Card**
- Entered into the Grand Prize drawing to win an **iPad2!**

What is a referral?

A referral is when we get a call from someone who says YOU referred them and we quote it or if you give us their name and we quote it!

**Congratulations to Fred Hemp,
who won June’s
\$50 AMEX Gift Certificate!**

Anyone can participate, friend, family—even a stranger! It’s our way of saying Thank You for your confidence and commitment to Bob Wallin Insurance!

For more details, go to: www.bobwallin.com/referralprogram

Who Are We?

In this day and age, many things are done through the internet or by phone, eliminating the opportunity to meet face to face. We are honored to serve your insurance needs and would like to introduce ourselves to you, our valued clients!

"THE" Bob Wallin—Founder



I love coming to work everyday and truly do enjoy the insurance business but, when I am not at work, I enjoy traveling and spending time with my lovely wife Nita, my four grown children, my two granddaughters and my great grandson! We always have a good time camping, snow mobiling, horseback riding or making Lufsa at Christmas time!

Ann Leonard-Wallin Vice President, HR, CSR

I am the daughter of founder, Bob Wallin and his wife Nita Wallin and am also the mother of our bookkeeper Sue DeLeon. I am married to local guy, George Leonard. Our favorite thing to do is camp with our horses and ride the Happy Trails of Life. I'm on the alter guild at Redeemer Lutheran Church. The one thing I can never get enough of is cinnamon rolls. The best Blessing I have is my family.



Sue DeLeon Secretary, Bookkeeper



I am lucky enough to work with my mother and my grandfather. My hobbies include playing softball with my friends, riding my motorcycle to work & camping at the dunes with my husband & son where we ride quads & hang out around the fire with family & friends.

Von Smith President, Commercial & Life Producer

I was born & raised in Bellingham and am the son of an insurance man and homemaker mother. I wanted to go into insurance when I was in the 6th grade as I admired my father and was always intrigued by what he did. I married my high school sweetheart Maggie and had 6 kids & now have two grandkids! In my spare time I help my son and daughter in-law in their janitorial and contracting business. I am also a volunteer for the Boys & Girls Club Alumni Assoc and was the Past President. I enjoy playing softball and have played on the same team for 25 years. I love reading & golf - when I get the chance...which isn't often.



Todd Smith
Financial Advisor, Health
Insurance Producer



I was born and raised in Bellingham. After graduating from Bellingham High School, I earned a degree in Urban and Regional Planning from Western Washington University. I played high school tennis and still enjoy the occasional tennis match. My kids routinely beat me in golf. I coached a girl's recreational soccer team for several seasons and we won the Whatcom Cup one year. I've kept myself busy serving as President of NAIFA-NW, the local chapter of the National Association of Insurance and Financial Advisors and also served two years as Co-President of the Red Raider PTSA. Our family loves to camp and we have spent many nights on the Oregon coast and near Mt Baker. Lummi Island, Sonoma, and Maui are other favorite destinations. I reside in Bellingham with my wife Debra, and four children.

Molly Hammar
Personal Insurance Producer

I am a US Army veteran. I enjoy spending free time working in my yard, gardening, bicycling and participating in group fitness classes at Gold's Gym. I spent several years in the Mid West and the East coast before returning to Washington where I was born and raised.



Suzanne Taylor
Commercial, Life & Personal
Insurance Producer



After graduating from High School I moved to Pullman WA to attend WSU – Go Cougs! There, I fell in love with playing Women's Rugby and eventually began coaching and refereeing. My husband and I lived in Pullman for a few more years owning and operating The Cougar Café. Once our daughter was born, sold everything and moved back to Bellingham to be closer to family. While in Bellingham, my husband and I started Whatcom County's first U-19 Girls Rugby team. My family and I enjoy crabbing, boating, bike riding in the summer and football season in the fall.

Brooke Smith
Customer Service Representative

I graduated from Bellingham High School in 2005 and began working at Bob Wallin Insurance shortly after that. I come from a large family. I have 1 brother and 4 sisters and they keep me busy constantly. I enjoy shopping, walks to the boulevard in the summer time with my dogs, and spending time with family and friends. On the weekends I like to spend time with my boyfriend and our two dogs (Shih Tzu and Black Lab). In the summer time I love Barbeques and can't wait to get out on Lake Whatcom to soak up the sun. During winter I love to be at home watching movies, hot chocolate in hand or going duck hunting with my boyfriend.



Ariel Smith
Receptionist



My family keeps me busy most of the time. I'm one of six children and we all grew up in Bellingham. I began working at BWI in August of 2011. I enjoy working at BWI as the receptionist. During the school year I participate in classical ballet classes and productions at Northwest Ballet Theater in Bellingham. In the summer I enjoy time outdoors with friends and family.