

“THE CIRCLE OF SAFETY” CONSUMER AWARENESS ADVISOR

*News and Tips to Make Your Life Easier, Safer and Happier!
For Friends and Clients of Dan Yoest Insurance, Inc.*

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In this issue:

*We are excited to be celebrating
20 years serving Washington
and surrounding communities.
We hope you enjoy our trip back
in time.*



**THE LUCKY COMPANIES
WE REPRESENT**

- * AIG Life Insurance
- * Allied Group (Member Nationwide)
- * America First (Member Liberty Mutual)
- * Anthem Blue Cross/Blue Shield
- * Cameron Mutual
- * Central Mutual
- * Cornerstone National
- * CNA Surety
- * First Comp
- * Foremost
- * Grinnell Mutual Reinsurance
- * Genworth
- * John Hancock
- * Met Life (Classic Auto)
- * Missouri Employers Mutual
- * Progressive
- * Prudential
- * Safeco
- * Selective
- * State Auto
- * The Hartford
- * Travelers
- * United Mutual (formerly Bassora)

CELEBRATING 20 Years in Business August 1988 – August 2008 “A lot can happen in 20 years!”

1988

August - Dan Yoest opens Dan Yoest Insurance Agency at 411 West 5th Street in Washington, MO.

April – The book, *Driving Miss Daisy*, wins the Pulitzer Prize in the Drama category which led to the release of the popular and award winning movie with the same title in 1990.

1989

January – Four lucky companies are represented by the agency; Cameron Mutual, Silvey Insurance Company, Bassora Mutual, and Atlanta Casualty Insurance.

November 11 – After 28 years the Berlin Wall is torn down, leading to the reunification of Germany.

1990

Spring – Dan hires his first full-time employee, Tina Turnbough, who stayed with the agency through 1997.

February 11 – South Africa frees Nelson Mandela who was imprisoned for 27 years. In 1994, during South Africa's first multiracial elections, Mandela was elected as their first black President.

1995

May – The agency relocates to its current location at 401 Elm Street in downtown Washington.

March – “Forrest Gump” wins Academy Award (Oscar) for Best Picture.

1996

August – Dan's wife, Guin, joins the agency to provide assistance in sales and service.

December – Madeleine Albright becomes first female US Secretary of State. In Spring 2008, Dan & Guin met Madeleine Albright at a book signing while in the Chicago O'Hare airport.

2000

March – Dan purchases the Walter Sohl Agency in Union, MO.

April - Heather Neff-Jones is hired to oversee the Union agency. She does so through December of 2007.

October – Joyce Mills joined the agency to provide full-time assistance in sales, service, and administration. She is a very busy lady!

November - The US presidential election is the closest ever, causing a recount in Florida and forcing reforms in the election process throughout the country.

Remember those chads???

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Yakkity Yakkers of the Month

We are very appreciative of the following "Yakkity Yakkers" that have referred their family and friends to our agency. They have won a *\$25 gift certificate to Hawthorne Inn* and have been entered into our grand prize drawing to win the **32" LCD High Definition TV.** Everyone that "yakkity yaks" about us is entered into these drawings so YOU HAVE A CHANCE TO WIN!!!

May: Cindy Wehmeier Rice
June: Debbie Meyer
July: Rick Babb

Dan & Guin and the rest of the office personnel are very knowledgeable. I am a real estate investor and protecting my assets is very important to me. They have been a wealth of information on what could happen, and how to cover myself. Usually the advice is what I NEED to hear not necessarily what I would like to hear, but if I am going to cover my family and assets I would rather do it the correct way and without gaps.

Yates Harrison



2001

September 11, 2001 – A tragic day in American history as terrorist fly airplanes into the Twin Towers of the World Trade Center and the Pentagon. A fourth plane crashes into a field in Pennsylvania due to American heroes who sacrificed their own lives to stop the terrorists.

2002

February – Bill Stallmann is hired for full-time sales for both personal and commercial business.

July 28 – Pennsylvania miners are rescued after spending 77 hours in dark, flooded mine shaft.

2004

December – Chuck Schlueter joins the agency as a full-time commercial sales agent.

Summer – During the Olympics in Athens, Greece our US athletes bring home 35 gold medals, 39 silver medals, and 29 bronze medals for a total of 103 medals.

2006

Summer – Agency website is introduced. It is updated often so check it out at www.danyoestinsurance.com for valuable information.

October – St. Louis Cardinals win the World Series 4 games to 1 over the Detroit Tigers.

2007

September 7 – Jazzie, our dog and agency mascot, dies.

September 10 – Abby is born. Our new dog and agency mascot joins us in November.

September – Pat Kuddes is hired part-time to assist with office administration.

December – We centralize all agency functions to the Washington location.

November – A new planetary system was announced as having been discovered. It exists in the constellation Cancer and is 41 light-years away from Earth.

2008

March – Katherine Rutsch joins the agency as a brand new sales/service agent.

June – The Dan Yoest Insurance Agency migrates their automation to a web-based system... pardon our learning curve, please.

August – We are amazed how quickly these 20 years have passed. We now represent 23 lucky companies so that we can find the best possible insurance to meet your insurance needs. We are excited to celebrate these last 20 years. We want to thank you, our good friends and clients, who have been a part of our lives during this time!

AGENT SPOTLIGHT



Dan Yoest

Dan Yoest hails from Tipton, MO. His parents and other relatives still reside in that community.

After completing his high school education, Dan attended one year of Junior College in Sedalia, MO and then completed his four year degree in Columbia, MO. One of Dan's favorite memories is working his way through college by being a handicap attendant. This relationship allowed both Dan and Paul Marsh (his attendee) to achieve some of their goals in life.

After college Dan taught vocational agriculture for eleven years before getting involved in insurance as a captive agent and then starting an independent agency in Washington, MO. Dan also had the privilege of serving as Mayor for the city of Hermann, MO for four years before moving to Washington.

Dan and his spouse, Guin, have been married for twenty-two years and their daughters live in the St Louis area. Dan's hobbies include spending time with family, fishing, hunting, and other outdoor activities.

Dan's specialties are commercial insurance, life insurance, and long term care insurance. He is very knowledgeable in all insurance areas.