

“Health Insurance Agent Saves Local Woman \$3,800”

Bradford - On the 18 of February 2010, Mrs. Degolier was looking to improve her health care by signing up for Insurance that would supplement original Medicare. Fortunately, Mrs. Degolier walked into the Williams Agency and spoke with Medicare agent and expert Jessica Durphy.

She asked Jessica this question, “If I were your grandmother, what would you recommend for me?” The advice Jessica gave her was possibly her salvation.

Nobody expected for Mrs. Degolier to suffer from 2 major strokes within the following three weeks. The strokes were caused by blood clots in her brain. And had she not spoken to Jessica and taken her advice, Mrs. Degolier would be looking at multiple co-pay bills totaling the amount \$3,800. Instead, she only has her very reasonable \$90 a month premium.

“The truth is, the plan I signed her on actually lost me money,” says Jessica. “Other plans can be very profitable for agents. But that’s not the way I think. I gave her what I knew would be the best for her.”

Here is what a few of Jessica’s past clients have had to say about her devotion to helping them...

“Jessica is HONEST and upfront – she’ll do her best to steer you in the right direction.”

J Carr Bradford, PA

“Switching to Jessica’s plan saved us \$720 a year!”

Don & Dyann Byerley

When asked why she prefers to work with seniors – specifically, Medicare – here is what Jessica had to say, “I wasn’t fortunate enough to have my grandparents with me all the time,” she explains, “For that reason, I love working with seniors, hearing their stories, and finding ways to make sure health care is not a major concern in their golden years.” This would also explain why a number of Jessica’s clients think of her as their granddaughter, calling casually to see how she and her children are.

Jessica’s devotion to her work has also been noted by her mentor and 25-year insurance veteran Dan Williams, owner of the Williams Agency: “Jessica surprises me almost daily with her attentiveness to

her clients needs... She takes the time to be thorough and give honest, sincere advice. I hear great compliments from people who didn't even buy from her... she helped them or offered them advice that helped save them time or money.”

“I always keep that grandmother question in mind,” says Jessica. “It keeps me on track and thinking about my clients.”



For a free, quick, no-obligation Medicare Plan Consultation – call Jessica immediately at 814-368-6980.

With just a few questions, Jessica will determine if she can help you save money while improving your current plan.

“Jessica was very helpful when I inquired about a plan that would save me money on my premiums. She responded right away, even came to my house through a snow storm!”

F. Hoard - Russell, PA