

# TRIVIA Prize \$25 Amazon Gift Card

- *TRIVIA topic will be two (2) simple questions about Mike and Bill*
- *Must answer both questions to win*
- *First person to get the correct answers through Zoom Chat will be the Winner*
- *TRIVIA will be at the end of Presentation*





# Falcon West Facts

**Founded in 1981 in Mission Valley**

**22 employees working from Minneapolis & San Diego**

**Over \$31M in annual premiums**

**Steady growth from 2012 – averaging 12% annual**

**60% commercial lines and 40% personal lines**

**Built out high net worth personal lines practice in 2016**



**Bill Leversee**  
Phone (619) 452-1199  
bill@falconwest.com



**Mike Tanghe**  
Phone (619) 452-1320  
miket@falconwest.com

# ***How much is your Personal Umbrella?***



**March 2015**

***Terrible accident in Point Loma where an infant dies and Father is injured.***

***Two years later, \$17M settlement.***

***Guess which parties were part of the settlement?***

***A \$10M umbrella will cost you less than \$5 a day – make sure you have one!***



# Cyber coverage

*(Cyber Risk in the Covid-19 World)*

***Phishing***

***VPN's vulnerable***

***Remote Desktops***

***Zoom in the Room***

***Risk Mitigation & Preparation***



Bill Leversee  
Phone (619) 452-1199  
bill@falconwest.com



Mike Tanghe  
Phone (619) 452-1320  
miket@falconwest.com



# Mike & Bill – Your Insurance (and Rugby) Experts

TCA Members for 6 Years

General All Around Good Guys

*What Mike & Bill have been up to this Summer*

**Camping in Yosemite/ Moving to new Home! (purging) / Missing Rugby  
Shoulder surgery (ouch!)/ Walks on the beach/ Doggie-Day at Work!**

