

# Business Connection

*Strengthening the local economy and serving members for 70 years*



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## Business Spotlight



Kathy Bernardez State Farm Agency takes pride in protecting you from what can go wrong and helping on what can go right.

## Protecting your livelihood and future

**N**o one really says, 'I want to be an insurance agent' when I grow up," said Kathy Bernardez. Luckily for her, a career in the insurance agency with State Farm has been quite rewarding.

"I remember one specific case when I had to deliver my first death benefit check to a daughter that recently lost her mother," said Bernardez. "When I handed her the check, she looked at me with tears in her eyes. She reached over and gave me a hug. She told me that her mom took care of her from the beginning; and even now that she's gone, she

continues to take care of her."

This reinforces why Bernardez became a State Farm Agency, because they keep the promise. She started with State Farm five years ago in Walnut Creek. She began as a team member, became an office manager and in 2018 opened her own State Farm Agency in Pleasanton.

Through the State Farm experience, she fell in love with what she does. "It's the first job that I felt that I had a purpose in life," said Bernardez, referencing that she helps people in minor things and the bigger things, like helping a customer with a minor claim or

being there when a customer's house burnt down.

Becoming an insurance agent is not another sales job; it's an opportunity designed to help people protect who and what matters most. "I find my career path to be fulfilling and rewarding as I get to help individuals and families within the Pleasanton and Tri-Valley community to protect their livelihoods and futures," said Bernardez.

Kathy Bernardez State Farm Insurance Agency focuses on auto, home, life, health, business insurance and bank products. The agency's core values

are honesty, integrity, and always doing the right thing. They are located in downtown Pleasanton at 231 Old Bernal Avenue, across from the library. Learn more at [www.insurewithkat.com](http://www.insurewithkat.com), email [agent@insurewithkat.com](mailto:agent@insurewithkat.com) or call 925-520-0290 office or 925-888-9312 cell.

**State Farm**



KATHY BERNARDEZ, AGENT