

Donald P. Dietrich 30 years at the very top in Nyack and Rockland

Story/Photos: Murray Phillips

Donald P. Dietrich is a unique figure among Nyack businesses. He has been at the same address on Main Street for 26 years – and in the insurance business for 30 years.

He shook his head wonderingly: “Not too many people can boast that longevity rate in Nyack.”

And the reason he’s been so successful is that he’s an old-fashioned insurance guy. His door is literally open to anyone who wants to come in and chat, ask questions – or just look at the wide range of his own artwork that hangs on his walls.

How has Donald been so successful? “They key point is that we’re stable. There was a customer came in yesterday – someone I’d insured for 30 years – I’d insured his family, his kids and now his grandkids.”

Donald points out that when you contact one of those giant internet insurance companies, if you get a human to reply to you, he doesn’t know anything about you and will never ever see you.

“You get NO service when you go on-line,” Donald told us. “When you do business with an 800 number or a computer, at best you’ll get somebody who’s just punching the clock. You’ll never talk or email



The team at AllState in Nyack - Wendy Hockett, agency manager, Marina Dietrich (Donald’s daughter, and Penny Fink, sales associate. Left: Donald in front of one of his many artistic creations.



that person ever again.”

His office at 240 Main Street in Nyack was voted the Best Auto/Home Insurance Professionals in Rockland County for 2014 by Hudson Valley Magazine. He has received this award several times in the past.

Allstate has also awarded him the Top Agent “Inner Circle Award” the last two years.

Don, who has been at the same location since 1989, told us: “In our never ending effort to improve service we’ve expanded our ability to serve our customers with the addition of Gregg Golden, a Personal Financial Representative and we’ve part-



nered with IVANTAGE which give us a lot of brokering opportunities to meet our customer's needs.

"My office never looked like an insurance office with signs saying buy this or purchase this. It is filled with art that I created and people respond to it.

"The greatest number of new business opportunities comes from referrals, from satisfied customers who tell others."

Vince Dailey is a key member of Donald's team, specializing in personal finance

issues.

He told us: "I'm the go-to guy for college funds, life insurance and all other personal stuff."

Donald continued: "Here at Allstate we all have to go to continuing education to be at the top of our game. Buying online and choosing coverage that you don't know how it works isn't wise. Choose the agent who is there for you and who has lots of experience.

'Here at Allstate we sell car insurance,

life insurance, umbrella insurance, condo, rental, long term care, accident insurance, cancer insurance and flood insurance. With our products the more you "bundle" the various insurances the more discounts you receive."

- Don Dietrich - Allstate Insurance, 240 Main Street, Nyack, 845-353-2244

www.allstateagencies.com/NyackInsurance.com.