

Interview with Querubina Wuence

For

Maywood CA Chamber of Commerce

Newsletter

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Editor in Chief



Querubina Insurance Services, located in 4509 Slauson Ave, by Atlantic, is a business that adds to our city's vibrant life. Querubina Wuence herself, owner of the insurance business and active promoter of the Manuel Aguilar Foundation, agreed to an interview with us so that she may share the wisdom of her journey from civil war refugee to proud business owner.

Her business is small and cozy, but the lively transit of customers often graces her doorsteps. From inside the business, one could see the waiting section, where a television entertains customers waiting for their turn. Further towards the middle are three desks with computers, chairs, and the office decorations and memorabilia typical of any office setting. There is an air of Latino charm as many of the decorations are inclined towards themes of the countries south of the border. One feels a welcoming environment as one observes the people, the plants, the decorations, and constant striking of keyboards and the occasional phone rings. It is from inside her business that this interview was conducted. I sat by her office desk and asked her questions that I felt were important to business oriented individuals and to the community as a whole, the target audience of our newsletter. With a pleasant smile and an honest demeanor, Querubina answered the following questions.



You are an immigrant from El Salvador. Please tell us what motivated you to come to the United States.

Well, more than anything else, it was the desire to survive. I had to flee from The Salvadorian Civil War, and so I came to the United States in 1981.

Once here in this country, what were the jobs that you had before owning your own business?

I took care of children, cleaned offices, and cleaned restrooms.

So how is it that you came from doing that to owning a business here in Maywood?

As far as I can remember, my guiding motivation was to find success in life. One of my bosses, Bill Jackson, nurtured that drive by always advising me to not be a cleaning lady forever. He wanted me to study; he wanted me to do something else. In fact, he would even allow me to attend insurance classes during work hours.

I'm sure you must've had many mentors in your life. Would you like to name another one who helped you learn the insurance trade?

Yes, José Luis Hernández was another mentor. He taught me the A-Z of the insurance business. I needed health insurance for me and my first child, so an old friend introduced me to José. He was kind enough to share his knowledge.

What advice would you give others who want to start an insurance business?

I would tell them that it is important to have perseverance and a goal. Once you have that, you have what it takes to do the work required to succeed in that field. I recommend that people go to school and then take the tests that the state requires. I took classes from Primerica Financial Services, and then took state tests, such as the Fire and Casualty Test.

What is it that you like most about having a business here in Maywood?

I like to help people. I see much need in our community. People are struggling financially, and people also require knowledge. I appreciate the chance to do what I can to help others. I'm grateful to God for putting me in this path. I'm very happy that my business is able to employ others, and that it has provided for my children.

Ms. Wuence, thank you for your time

You're very welcome

Querubina also spoke to me about the Manuel Aguilar Foundation. Manuel Aguilar was her father, a person who was very active in assisting youth in their scholastic efforts and in expanding the community in his native El Salvador. He was kidnapped during the Salvadorian Civil War of the 80's, and has since become an officially recognized local hero. Her hometown dedicated the 7th of August to his memory. The foundation is an effort to continue her father's efforts to assist the community

The Manuel Aguilar Foundation provides medicine for the elderly in El Salvador, as well as basic food items for the very poor. It also provides scholarships, but due to insufficient funding, it can only sponsor three children as of now.

In order to raise funds, Querubina hosts get-togethers in her house, where people eat, enjoy themselves, and donate whatever they can. She also has a bank account dedicated to that foundation. If anyone is interested in helping Querubina raise funds, the following is the bank number where donations may be accepted.

Bank of America 32502976

Querubina may be contacted at (323) 771-7071