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# Personal Perspective

Insurance Update

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## Are You Going Without Rental Coverage?

Of the 35 million Americans who rented homes in 2005 (about 31% of all U.S. households), almost 25 million went without renters insurance—and, as a result, left themselves completely vulnerable to property damage and liability risks.

According to a survey by the Independent Insurance Agents & Brokers of America, 26% of respondents felt that renters insurance was too expensive, while 17% said they didn't know they needed it. Even worse, 8% claimed they didn't know the coverage existed.

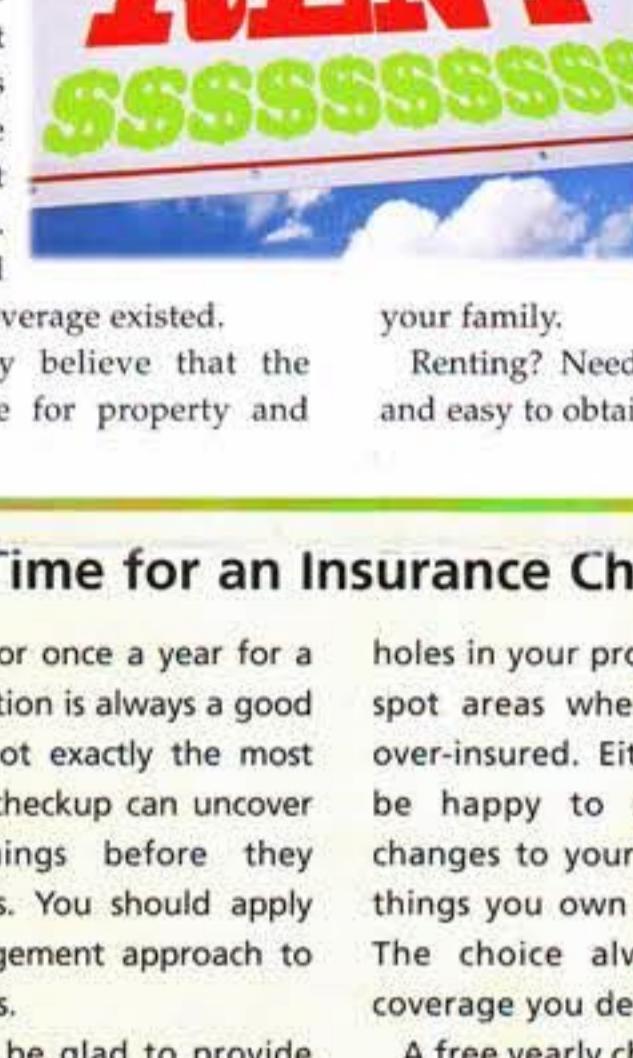
Many renters falsely believe that the landlord is responsible for property and

liability claims that occur in or on the premises. In reality, the landlord's major interest is in the building and its infrastructure, not the property or liability of its tenants.

If you consider the value of the contents of your rented apartment, townhouse or house—not to mention the liability exposure posed by roommates, pets, friends, neighbors and children—you'll soon realize that a renters policy is probably the most effective way to protect yourself and

your family.

Renting? Need insurance? It's affordable and easy to obtain. Contact us today. ■



## Is It Time for an Insurance Checkup?

Going to the doctor once a year for a physical examination is always a good idea. Although it's not exactly the most enjoyable activity, a checkup can uncover potentially bad things before they become more serious. You should apply that same risk-management approach to your insurance policies.

Once a year, we'd be glad to provide you a free review of all your coverage—even if we don't handle some of your policies. We can look at the big picture, identifying areas where you might have

holes in your protection. We might even spot areas where you're unnecessarily over-insured. Either way, our staff will be happy to review with you any changes to your business or family, the things you own and the risks you face. The choice always is yours on the coverage you decide to purchase.

A free yearly checkup is just part of the value-added service we provide as your independent, professional insurance agent. Just give our service team a call at your convenience. ■

## Child Car Seats Are Beneficial, Safe

If young children are in a serious auto accident, they'll have a better chance of survival if they're secured in a car seat rather than buckled in a seat belt, says a recent study.

Research conducted at the Children's Hospital of Philadelphia reports that children ages 2-6 were 28% less likely to be killed in a crash if they were sitting in the back in either a child safety seat or booster seat.

"Parents should feel confident that

using an age-appropriate restraint in the rear seat for their child is the best thing they can do to minimize their child's risk of both injury and death in the event of a car crash," said Dennis Durbin, author of the study and pediatric emergency

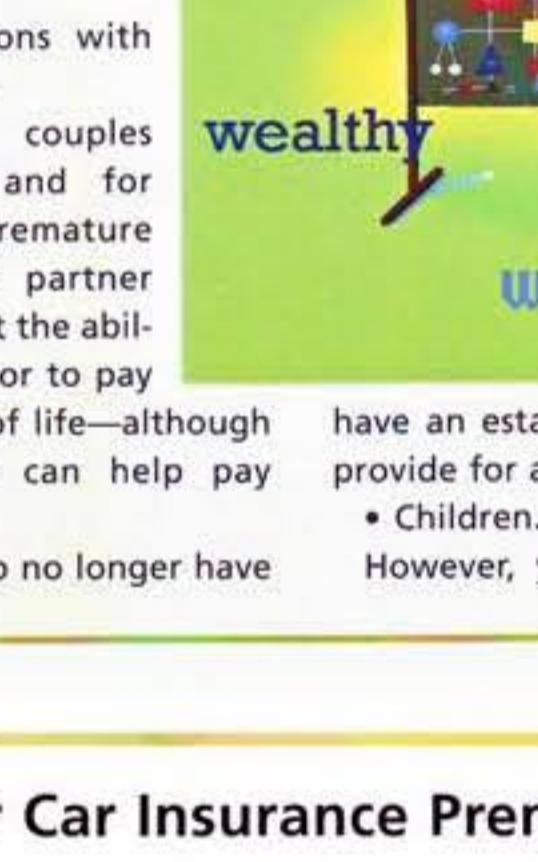
medicine physician at the Philadelphia hospital.

If you're a parent of a little one,

heed these statistics. And, remem-

ber, you can contact us for all of your

auto insurance needs. ■



## Going Without an Umbrella Is Foolish

When a liability suit is filed against you, all of your assets are at risk. Do you have an umbrella liability policy to help protect against disaster?

Personal umbrella coverage provides protections for claims or judgments from lawsuits that exceed the limits on your standard insurance policies. For a covered claim, your umbrella policy would help pay for:

- Defense costs;
- Lost wages;
- Interest on unpaid judgments; and
- Reasonable expenses incurred by you.

Umbrella coverage is quite affordable, and many of our customers already carry it. However, to qualify, you must have certain liability limits on your other insurance policies. Call us; we'll help choose the right umbrella for you. ■

## Do You Need Life Insurance?

Some people definitely need life insurance; others don't. In which category do you fall?

According to a recent *Wall Street Journal* report, these types of people don't need life insurance:

- Single persons with no dependents.

- Working couples without kids and for whom the premature death of one partner would not affect the ability of the survivor to pay

the daily costs of life—although a small policy can help pay funeral costs.

- Retirees who no longer have

financial obligations such as a mortgage or college expenses.

- Wealthy people who already

insurance policy if:

- You have dependent children.

- Are married to a non-working spouse

- Have a working spouse whose income is substantially less than yours.

- Have special-needs siblings or others you support or wish to care for.

- Still have a large mortgage remaining on your home.

Check with us about purchasing a life insurance policy. Call today to discuss your options. There are many policies from which we can help you choose. ■



have an estate large enough to provide for a spouse's lifestyle.

- Children.

However, you do need a life

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