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Personal Perspective

Insurance Update

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Foreclosure Exposure

Record home foreclosures are partly responsible for the number of "For Sale" signs in yards around your neighborhood. Often, when a home is in foreclosure, no one takes responsibility for the maintenance of that home and its premises. This can mean heightened risk for surrounding homeowners, since unmaintained real estate can increase the probability of damage to adjacent property.

For example, dead limbs and trees can easily fall onto neighboring homes, and debris on the ground can be sent flying in heavy winds. If an unmaintained home is engulfed in flames, the risk of that fire spreading is much greater. Insects and vermin can also make their way

across the property line to cause problematic infestations that probably aren't covered by insurance. Vacant homes are also often targeted by thieves and vagrants, who might see something they like about your property, too.

If you suspect a neighboring home is vacant, take steps to protect your property:

- Make sure your alarm systems are functional and consider hiring a pest control service.
- Maintain your landscaping and clear out dead limbs and growth around

property lines to keep fires from spreading.

- Contact your attorney before performing maintenance on the vacant property, as there could be a liability concern. ■



Collector Car Fun

With the warmer weather, many Americans will take to beaches, parades and fairs to showcase a hobby they share with millions: collector cars.

For insurance purposes, a collector car doesn't necessarily have to be old. Rather, it has to be appreciating or maintaining its value. For these cars, a standard personal auto policy is likely not the best type of insurance. A collector car policy can offer coverage options owners of these cars need and, due to the fact that they are designed for cars that are not regularly

used, may be cheaper than a standard policy.

If you are the owner of a collector car, we can help you obtain an insurance policy that has:

- Reimbursement limits that increase along with the value of the car
- A choice of body shops that specialize in vintage vehicles
- High limits for comprehensive, collision and liability coverage
- Coverage for the fair replacement of rare or hard-to-find parts.

Talk to us about insuring your collector vehicles today. ■

Family Risk Questionnaire

To make sure you're adequately protected, we recommend a yearly review of all of your insurance policies. This questionnaire helps make that review quick and efficient. Please take a moment to answer the questions and fax or mail this page back to us.

Name: _____ Date: _____

Address: _____

City: _____ State: _____ Zip: _____

Home Phone: () _____ Business phone: () _____ Fax: () _____

E-mail: _____

Automobile/Vehicle

- ___ 1. Would you consider increasing your deductibles to lower your premium?
- ___ 2. Do we currently insure all of the vehicles in your household? If not, how many do you insure elsewhere? _____
- ___ 3. Are all of the licensed drivers in your household listed on your auto policy?
- ___ 4. Would you like to include your car stereo (if mounted under the dash), DVDs, CDs, CB or two-way radio on your auto policy for an additional premium?
- ___ 5. If you own a pickup or a van, does it contain any customized equipment?
- ___ 6. Do you own a pickup camper or a camper shell?
- ___ 7. Do you own minibikes, mopeds or motorcycles? If so, how many? _____
- ___ 8. Do you have vehicles furnished for regular use that you do not own, such as a company car? If so, how many? _____
- ___ 9. Do you want rental reimbursement or towing and labor coverage in the event that your car is damaged in an accident?
- ___ 10. Do you own any boats, motorbikes, motor homes or other recreational vehicles such as snowmobiles or golf carts?
- ___ 11. Would you like a quote for higher limits of liability insurance or personal injury protection?
- ___ 12. Do you have other electronic devices you wish to cover (e.g., GPS)?
- ___ 9. Would you like an estimate of your home's replacement cost at today's prices?
- ___ 10. Would you like home replacement guarantee protection?
- ___ 11. Do you own a second home or any other real property, such as a cabin, farm property or any income-producing property?
- ___ 12. Are you engaged in any form of farming or ranching?
- ___ 13. Do you conduct any business (including child care) or give private lessons in your home?
- ___ 14. Would you be interested in an umbrella or excess liability policy that extends your auto and homeowners liability coverage to \$1 million or more?
- ___ 15. Do you keep your business computer at home?

Coverage for questions 1 to 5 may be limited or excluded under your policy.

Homeowner/Renter/Condos

- ___ 1. Do you own any antiques, fine art or collections, such as unique dishes and figurines?
- ___ 2. Do you own any jewelry or furs? If so, what is the total appraised value of such items? _____
- ___ 3. Do you own valuable camera equipment, silverware or guns?
- ___ 4. Do you frequently carry or keep in your home more than \$100 in cash?
- ___ 5. Do you have a coin or stamp collection?
- ___ 6. Would you prefer to cover your personal belongings for their full replacement value (i.e., no deduction for depreciation)?
- ___ 7. Would you be interested in adding earthquake or flood insurance to your homeowners protection? (Please circle your interest.)
- ___ 8. Do you currently have a burglar, fire or smoke alarm; fire extinguishers; or dead bolts on all doors in your home? (Circle the ones you have.)
- ___ 6. Would you like a review of the beneficiaries, ownership and cash values (if any) of your life insurance policies?
- ___ 7. Are you interested in discussing life insurance within the next year?
- ___ 8. Do you have a retirement or pension plan?
- ___ 9. Are you self-employed? If so, have you heard about SEP or Keogh retirement plans, and would you like to know more? _____
- ___ 10. Is your health insurance up to date?
- ___ 11. If you are a self-employed professional, would you like a quote for business property, professional liability or malpractice insurance?
- ___ 12. Have you been contributing to an IRA (standard or Roth)?
- ___ 13. Are you interested in other financial services?

Please fax or mail this questionnaire back to us. See this newsletter's masthead for our fax number and address. Thank you.

Student Insurance Gap

With graduation comes some important considerations about insuring older children.

Most home insurance policies continue to cover a student who goes away to college as an "insured" under the parent's policy, provided the child is "enrolled in school full-time as defined by the school and was a resident of the insured's (in this case the parent's) household before moving out to attend school."

This means that, if the student lived somewhere else prior to attending school, drops a class at college, or for any other reason falls below the school's definition of "full-time," he is no longer an insured under the parent's policy. If the student becomes liable for bodily injury or property damage under these circumstances, no insurance coverage is available.

Most students and their parents are unaware of this potentially devastat-



ing gap in coverage. To close it, the student should consider purchasing a tenants (often called "renters") insurance policy. This policy offers liability insurance to the student as well as the opportunity to purchase more insurance on possessions, including electronics, clothing and furniture, stored at his school residence.

Contact us before sending your child off to college. We can help you understand your risks and coverage options. ■

Oh, Deer

Nearly two and a half million. That's the number of motorists involved in accidents with a deer during the last two years. This translates into roughly 100,000 accidents per month or one every 26 seconds.

Collisions happen in all 50 states and occur year-round, although the frequency is highest between October and December. According to the Institute for Highway Safety, deer-vehicle collisions kill more than 150 people annually. Further, the average cost of property damage resulting from one of these collisions is \$3,050.

And it's not just in the countryside that vehicles collide with deer. Urban sprawl means that deer accidents are occurring more frequently in suburbia.

Motorists should remember that collision with an animal is covered under a typical auto insurance policy only if the policy includes comprehensive, sometimes called other-than-collision or "OTC," insurance coverage.

For more information about covering your autos for this widespread risk, give our service team a call. ■

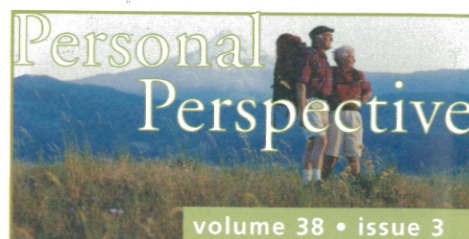
For more information about your home, auto or personal liability insurance, fill out this form and send it in. Or give us a call today!

Thank you for your referrals.
If you're pleased with us, spread the word! We'll be happy to give the same great service to all of your friends and business associates.

Please call me about:

- ☐ My home insurance protection
- ☐ Car insurance
- ☐ Boat insurance
- ☐ Insuring my in-home business
- ☐ Personal umbrella policy

Here is the name and address of a friend who would like to receive this newsletter:



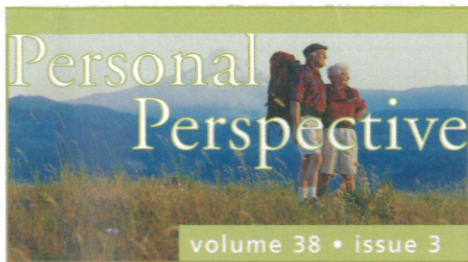
My name: _____
E-mail: _____
My home phone number:
(_____) _____

(If we don't already insure you)
My auto/homeowners coverage expires on: _____ / _____ / _____



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- Family Risk Questionnaire
- Student Insurance Gap
- Oh, Deer

Rented Watercraft Liability

While many home insurance policies extend liability insurance for the use of a rented or borrowed boat, coverage is often limited based on the size or length of the vessel. For example, coverage for jet skis, motorboats and other non-sailing vessels is typically based on horsepower. The maximum horsepower for a vessel covered under the policy is usually between 25 and 50 hp.

Coverage for non-owned sailboats is usually based on length. For example, your liability for the use of a rented or borrowed sailboat that is 26 feet in length or smaller is usually covered, although some companies may cover longer ones.

Before you rent or borrow watercraft this summer, review your home insurance policy for information on coverage. The rental agreement might also provide insurance. If it does, check if it's limited to vessel damage or if your liability for bodily injury and/or property damage to a third party is included.

Remember that automatic coverage extensions available for non-owned watercraft may not apply to watercraft you own. If you purchase a vessel, you will likely need a separate policy for any coverage to apply. ■



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