



# Spencer Insurance Agency's

News and Tips to Make Your Life Easier, Safer, and Happier

## Spring is In the Air

The flowers are starting to bloom, the grass is turning green, the temperatures are warming up, daylight hours are extending, and it's time to tune up your motorcycles, boats and recreational vehicles. Spring and Fall are my favorite seasons. What a great time to get the kids and grandkids outside with a trip to the local parks and playgrounds. This also means cleaning up around the outside of the house and sprucing up the gardens. Keep the Advil handy. Check out the Spring Maintenance Tips section of our website for some suggestions on how to protect your home and finances this spring.

Spring brings in the new, and here at Spencer Insurance Agency we are offering you something new. Some of you are now receiving our newsletter digitally. We know a lot of you like getting the paper copy so that will not change. But if you prefer to read our newsletter on your tablet or other mobile device, send us the email address you want us to use and we will send you the digital edition. If you want to receive the newsletter both ways, let us know that too.



Spring is also the start of wedding season. Make sure you protect your investment in this happy and memorable day. Congratulations to all of you getting married this year!! I love this picture of my parents on their honeymoon.

This is also the time of year we start planning our summer vacations and activities. Spencer Insurance has a few area guides to highlight events happening in your neighborhood. We also have a section on Travel Insurance.

Congratulations to all our "SPENCER BIG SPIN" winners and thank you for helping us with donations to Wags Rescue. Learn about this quarter's spotlighted charity, Cathy's Kids Foundation, on page 2.

Each newsletter I try to give one tip on an important insurance policy you should have. This time we are featuring Disability Insurance. Can your family survive without your paycheck? Check out our Tip of the Month on page 3.

Don't forget to email us your pictures of special occasions, your children, grandchildren, or anything else you want to share. We love sharing news about our clients!

Enjoy the Spring and all its activities. Drive carefully around the playgrounds and ball fields as spring sports are starting up again.

Talk to you again this summer.

*Chantie*

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**Your Protection and Peace of Mind is Our Only Business!**

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## Client News

Congratulations to **Noreen & Jim Rose** on the birth of twins! Nora Elizabeth & Christopher William join big sister, Colleen.



Spencer Insurance is a proud sponsor of GYAC Baseball. Pictured here is **Conor McCann** showing off his team shirt.

## Big Spin Winners

Congratulations to our December winner, **Dan O’Kavage!**  
Dan won a \$50 Gift Card!



Congratulations to our January winner, **Steve Harvey!**  
Steve won a \$50 Gift Card!

## Agency News



The Philly Phanatic signed a baseball just for Mel and sent it all the way to our office from Spring Training (with a little help from Steve). It made her day!

Congratulations to our February winner, **Oscar Morelli!**  
Oscar won \$100!



## Charity Spotlight: Cathy’s Kids Foundation

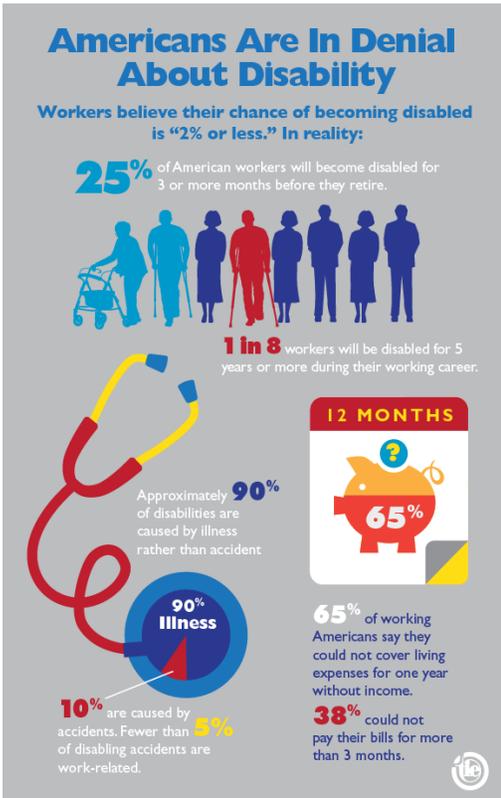
This quarter Spencer Insurance Agency will feature Cathy’s Kids Foundation. Cathy's Kids is a registered non-profit foundation that was created by Cathy Garry’s three children and their spouses to aid families fighting the same battle against cancer that they did. “Cathy’s Kids was founded in 2010 to honor the memory of our loving wife, mother, and friend. After a courageous and inspirational fight with breast and cervical cancer, Cathy passed away in September 2009. Though she physically is no longer with us, her love and kindness continue to live on in all those that knew her.” Cathy Garry remains an inspiration for all of us and her children have kept her memory alive with this wonderful charity. The foundation has sent three families to Disney along with helping the Breathing Room Foundation with their back to school program and they look forward to helping more families for years to come.

Consider joining them for their annual Golf Tournament on August 1, 2016 or go to their [website](#) to register to sponsor a hole, to golf with them, or to make a donation. Spencer Insurance will donate \$5 for each person you send our way during this quarter. See page 4 for more details on our Rewards Program. Thank you for helping us support this wonderful charity!



## Tip of the Month: I have group Long Term Disability Insurance. I'm okay, right?

The short answer is maybe but probably not. The good news is that you have some disability insurance. The bad news is you may have less than you think. If you make less than \$50,000 then group long term disability insurance (LTD) is probably sufficient. However if you make more than \$50,000 per year then you are probably not okay. I call it the "Group LTD Trap."



A few years back I met with a highly paid professional earning \$300,000 per year, which worked out to be \$25,000 per month. When I asked if he had LTD insurance he said yes, that his employer's plan pays him 60% of his salary if he becomes disabled. However, I evaluated the plan and found out there was a cap of \$5,000 per month, which worked out to be only 20% of this client's income. In addition, I informed him that the 20% would be taxed when he received the benefits so his net income would be even less than 20%. He was shocked to think he had less than 20% of his earnings insured and his family could not live on that.

This is where I can help. I was able to find him an additional \$10,000 a month of coverage by helping him purchase a supplemental disability plan. He would need to pay the cost of this plan, but then the benefits would come to him tax-free. He felt better knowing his family would receive 60% of his salary should he become disabled.

Don't fall into this "Group LTD Trap." According to the U.S. Census Bureau, there were 5.73 million employer firms in the United States in 2012 and 89.6% of these firms had less than 20 employees. Most small businesses don't offer any paid Group LTD plans. Can your family continue to pay their bills without your paycheck? Go to our website for more info on [disability insurance](#) and call us today to evaluate your group LTD plan and discuss your options.

### Spencer Online

Check out Spencer Insurance Online for the following:

- [Spring Maintenance Tips](#) for your home, finances, and recreational vehicles
- [Area Guides](#) for information, resources, and events in your area
- What to do when you have a [Life Changing Event](#)
- [Disability Insurance Myths](#)
- Valuable [links for Seniors](#)
- [Charlie's Blog](#)



### Spencer Trivia

This quarter's question:

**Where and when was the first Philadelphia Phillies game played?**

Send your answer to Charlie at [cspencer@spencerinsurance.com](mailto:cspencer@spencerinsurance.com). If you email the correct answer by June 1<sup>st</sup> and your name will be entered into a drawing for a \$25 Gift Card. Good luck!

**Last quarter's question was:** "What group of people receive the most Valentine's Day cards?" The answer was "Teachers receive the most Valentine's Day cards followed by children, mothers, wives, and sweethearts." Several people emailed the correct answer and **Shannon Macika** was picked as the winner. Congratulations, Shannon!





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April- May- June

2016

## Spencer Rewards Program

We build our agency on your positive comments and are truly grateful for your loyalty and faith in us! If you know someone who would benefit from the same great service you have come to expect, please have them contact us! For **EVERY** friend or family member you send our way, you will receive:



- 3 scratch-off lottery tickets
- \$5 donation to a local charity
- A chance to win a Spin on our Prize Wheel and win either an **iPad Mini, \$100 Cash, or a \$50 Gift Card!**

**BIG SPIN Drawings happen monthly!**  
**Start now to increase your chances to win!**

## Thank You!

**THANK YOU** to all our clients who graciously told their family, friends,

Nancy Gregorio, Dan O'Kavage,  
Tony Hourmouzis, Steve Harvey,  
Tracy Montrella, Felix Tuccillo,  
Tom Schmidt, Kate Perkins,  
Leo Palmer, Ken Gilmore,  
Oscar Morelli, Bernie Rooney,  
Max Jennings, Mark Hedson,  
Jen Quinn, Mike Silverman,  
Kevin Fitzgerald, Bill Ferst,  
Jayne & Ed Spencer,  
Josh & Patty Williard

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