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Spencer Insurance Agency

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"Best Insurance Agency"
"Best Life Insurance Agent"

"THE CIRCLE OF SAFETY" CONSUMER AWARENESS ADVISOR

For Friends and Clients of The Spencer Insurance Agency

THE UPSIDE OF THE ECONOMIC DOWNTURN

Yes, that's what I said. Every downside has an upside. And we all know that we need to be looking for as many positives as we can right now. So here are some positives to think about...

You probably have decided that going out to eat once a week is not a good thing for the budget. So what's the up side of this? Explore new menu ideas – the internet is loaded with food articles and menus that don't have to cost a lot. Have a cookbook that hasn't been opened—just sitting there—loaded with interesting recipes?

Have kids in your household? Give them a dollar amount and let them plan a meal. Pick a country that you know little about and fix an ethnic meal. If you do go out to eat, make it special—not just because you don't want to cook.

If both parents have been working in a family household, and now either Mom or Dad isn't, what an opportunity for the 'stay-at-home' parent. (You are probably saving on some child-care costs). Now you have the time to volunteer at your child's school, or arrange 'play-dates' with other families. You can also

think of this as networking—any conversation can be valuable.

Get to know your neighbors. Have a pot luck on the weekend. We seem to have become somewhat insulated in how we live these days. How well do you know who lives next door? And again, if you happen to be on a job search, this is another opportunity to network.

Go to the library. Even more than usual. Always wanted to learn more about a particular culture? I know, it's easier to sit in front of the computer and read the screen, but there is still something special about taking a book off a shelf and sitting down and turning pages. And of course, there are tons of movies and documentaries available to check out **FOR FREE**.

If you live in a space where you can grow a garden, do it! Whether it's a couple of pots on a windowsill, or planters on the deck or a full blown till up the back yard, there is something very satisfying about growing your own vegetables and fruits and herbs. And you know what you are eating!

Keep your thoughts and attitudes as positive as you can. Smiling uses less muscles than frowning. ☺

Lawnmower Safety

Most lawnmower injuries are preventable if you concentrate on your task and use common sense. **Some basic tips:**

- Read the instruction manual before using a lawnmower.
- Be sober.
- No bare feet. Always wear closed toe shoes.
- Do not remove safety devices, shields or guards on switches, and keep hands and feet away from moving parts.
- Stay away from the engine cowling, as it can

become very hot and burn unprotected flesh.

- Add fuel before starting the engine, not when it is running or hot.
- Use a stick or broom handle (not your hands or feet) to remove debris in lawnmowers. Never let children operate lawnmowers. Keep kids 15 years of age and younger away when lawnmowers are in use.
- Do not leave a lawnmower unattended when it is running. If you must walk away from the machine, shut off the engine.

Can't reach us from 9 to 5, check us out 24 hours a day at www.spencerinsurance.com

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

Teen Driver Corner:

By Charles J. Spencer CLU

As many of you know my children are now in their twenties. But it was not too long ago that Tammy and I (mostly Tammy) taught our four children to drive. Yes we had our bumps (literally), two fender benders and one car totaled, but looking back I wonder if we could have done anything better to prepare our children to drive safely. There was not much information out there to guide us except for the driver's training course and 6 hours of driving lessons by the driving instructor.

Since then I have been trying to find ways to help our clients teach their children to drive safely. We now have a number of resources to help you. Check out our "Parents of Teen Driver" website for many tips on how to help your teen become a safe driver. The website can be found at www.teendriverinsurance.com/spencer. With the prom season wrapping up and graduations and summer coming into the picture it is a great time to review safe driving tips with your teens. It is never too late to learn something new.

I also have a monthly email newsletter called "Driver Seat" dedicated to helping parents keep their teens drivers safe. If you would like to receive a free copy of our newsletter monthly just email me at cspencer@spencerinsurance.com. I will be glad to add you to our list.

I also have a blog where I discuss many topics including teen driver safety. Check out my blog at www.spencerinsurance.com/blog/. Feel free to make comments to my blog and let me know what you are thinking.

Feel free to share these websites with your friends and family. If any of them would like to be added to our "Driver Seat" monthly newsletter tell them to email me.

When you have young drivers it is very important to review your car insurance policy to make sure you have the right coverage. The chances of someone in your household having an accident increases 5 times when there is a young driver. So be prepared and call us today to discuss your policy to make sure you have sufficient coverage. Enjoy the rest of Spring and the coming Summer!

Tip of the Month

It is time to look at Universal Life

By Charles J. Spencer CLU

Should I buy term life insurance or whole life insurance? That is the question I am frequently asked when I perform a life insurance review with a client.

Due to the fact that people are living longer, the cost of term insurance has decreased over the years. In fact, if you have a term life policy that is over ten years old you should review it and make sure you are not paying too much. Term Life insurance continues to be a great product for a short term need such as a mortgage, loan, or for providing income to a spouse while the children are still under their care. Term policies have premium guarantees for as many as 30 years.

However, do not overlook the importance of having life insurance throughout your lifetime. Many families make the assumption that after the kids are out of the house and my mortgage is paid off that my current assets will be enough to protect my spouse and me for our lifetime.

Many of us have seen our investments shrink over the last few years, sometimes as much as 40 to 50 percent. At the same time the 20 or 30 year term policies that we purchased 20 and 30 years ago are ending or the premiums are going through the roof. To make matters worse you may not qualify for another life policy due to a change in your health and you may not be able to afford the new premium for your current term policy. You are forced to drop the term policy and leave your spouse unprotected upon your death.

This is why it is worth looking at Universal Life again. Universal Life is an interest sensitive policy which is why it had a bad name in the past. Many Universal Life policies were sold with a premium based on an unrealistically high interest rate. When interest rates dropped many of these policies were only paying the guaranteed rate of 3 or 4 % rather than the projected 8 to 10 %. These policies crashed and the policyholder was forced to put more money into the policy or have it lapse.

Today many of the Universal Life Policies have guaranteed lifetime premiums. As long as you pay that guaranteed premium on time your policy will not lapse or cancel due to insufficient cash values. These policies are higher in premium than term insurance when issued, but the premium remains level through your lifetime, so you will not be put into the situation where your policy premium will go up drastically. And if you decide that you no longer need the life insurance coverage you can cancel the policy and if there is any cash surrender value left in the contract you would receive that cash.

Universal life is not for everyone, but contact me so we can discuss which type of policy is right for you and what amount of life insurance you need. Don't put yourself in the position where you need to continue your life insurance policy but can not afford to do so. I am here to guide you so please call me for a life insurance review. Your Protection and Peace of Mind is our only Business!

Discover How to Make Your Teen A Safe Driver!

Check out this Website:

www.teendriverinsurance.com/spencer

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Were you a winner of our “Dinner for Two”?

Our agency is nothing without your loyalty and faith in us. Even if your name doesn't appear below, please accept our heartfelt “thanks” for your support. We truly appreciate it.

Our Winners:

February Denise Sands

March Georgina & Gerald Hagarty

(Who's next? Hint ... it could be you! Watch this space for the announcement. \$50 Value)

See page 4 for details on our

“Just Keep Talking 2009” Referral Program

Thank You! Thank You! Thank You! Thank You!

Thanks to all our clients who graciously referred their family, friends and associates to our agency.

We build our agency on your positive comments. We couldn't do it without your help!

Monika McAteer
David Gallagher
Neil Dougherty
Gerald Hagarty
Jeff Angelucci
Julia Hanahan
Janice Malloy
Carol Gordon
Pat Luddy Jr

Ken Smith
Mike Dean
Ed Taintor
Denise Bye
Tim O'Neill
Elbert Smith
Frank Leone
Kathy Danno

If your group, club or organization needs a speaker on topics of insurance call Charlie or Steve at (215) 885-2200

News from Our Clients

Frequently asked Questions:

Do I have coverage if I rent a U-Haul Truck?

Our agency is asked this question many times especially this time of year as parents bring their children back from college or help them move into their first house or apartment. The auto policy only applies to private passenger autos, a pickup or van. Trucks are not included as a covered auto on your policy. Therefore we suggest you buy the insurance being offered by the rental company.

Client News

Congratulations to Andy and Karen Goode on the birth of their son Dennis.

Agency News

Thank You! Thank You! The votes are in and once again you have voted Spencer Insurance Agency the #1 Insurance Agency and #1 Life Insurance Agent in the Montgomery Newspapers 2009 Reader's Choice Awards.

Not getting our Emails??

Spencer Insurance Agency sends forms, Auto ID Cards, applications and other information using email, however occasionally a client calls us to say they did not receive our email. Check your Spam Filter program to make sure our emails are not going into your junk or bulk mail folders. Check with your email provider to see how you can add our email address to your safe senders list so our emails will always get through to you. Send us your email address at info@spencerinsurance.com.

Email us at info@spencerinsurance.com

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

Win a New 32" LCD HDTV!

Spencer Insurance Agency's

Just Keep Talking 2009 Referral Program

That's right, the next time that you hear someone complain about their insurance, **just keep talking** and refer them to us.

For your effort, we have our 2009 Referral program. We're going to make **EVERYONE A WINNER** when they tell a friend, relative, or colleague to call us. We could give our advertising dollars to newspapers, ad agencies, etc., but we'd rather give them to you, because **YOU** are the best advertising we can get! Here's how it works....

3 Chances, 3 Prizes for YOU to WIN!

Chance

#1 Tell a friend, a colleague, a relative, an acquaintance ... whoever ... about us. When they contact us and tell us you sent them (don't worry, we ask how they heard about us):

YOU WIN:

- **3 free lottery tickets**, AND
- 1 chance to win Dinner for Two (awarded each month), AND
- 1 chance to win the Grand Prize **32" LCD HDTV**

Chance

#2 The first week of each month we'll randomly draw from all of last month's Chance #1 qualifiers. THE WINNER will receive **Dinner for Two** at a local restaurant – a **\$50** value!

Grand Prize!

In January 2010, we'll conduct a random drawing from all entries for the Grand Prize qualified from January 1, 2009 through December 31, 2009.

- **THE GRAND PRIZE WINNER** wins the **32" LCD HDTV**
- (*We reserve the right to **INCREASE** the value of the Grand Prize because you deserve it!)

For your use, we have included our referral cards. Just write your name on the card and give it to the person that you are referring. If you need more cards, just let us know and we will get them in the mail to you.

Referral Program Rules

There is no limit on the number of chances you can create for yourself. Odds of winning are entirely dependent on the quantity of qualified chances created during the contest periods.

This contest and the rewards provided are open to any human being on the planet who refers a prospect to our agency. You do NOT have to be a client to receive your free lottery tickets or to be entered for a chance to win any of the random draw prizes. You do NOT have to be present at the drawings to win the prizes.

The prospects referred do NOT have to become our client for the referring party to receive any of the rewards and/or chances in this program. We are not responsible if the law says you can't win due to age or anything else.

Start early to increase your chances!