



SPENCER INSURANCE AGENCY'S

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



Hello All,

Hope you are enjoying winter 2019. Not much snow as I write this greeting and I hope I don't jinx us. I remember the year we moved into our new house we had a late winter storm. My snow blower was already in the garage. The problem was that it was windy and I had a 3 foot drift of snow against my garage door. Thankfully my son Chuck cleared out the snow with a shovel to get to the snow blower. Ah memories!

It has been very cold. Nights in the low single digits. Make sure your pipes are safe from

the cold. Don't let them freeze. Did you remember to turn off and drain your outside hose connections? Make sure all your pipes are protected from the frigid temperatures.

Inside This Issue

- Trivia pg 2
- Agency/Client News pg 2
- Tip of the Month pg 2, 3
- Rewards Program pg 3
- Thank You pg 3
- Big Spin Winners pg 3
- Charity Spotlight pg 3
- Spencer Online pg 4
- Did You Know? pg 4

Did someone in your family get a drone for Christmas? What happens when your child crashes your drone into your neighbor's house or car? Did you register the drone with the FAA? See our article on drone coverage below.

Ever ask the question: "Why does my homeowner's insurance premium increase every year?" Check out our Tip of the Month for an answer. Sure price is important. Make sure you know what you are paying for. Congratulations to our Trivia winner and Big Spin winners. You could be our next winner. Learn more about the charity we are spotlighting this month, Montgomery County Hearing Voices Network, and the education and resources they provide.

I hope you enjoy our newsletter. Send us your news. We love to share your wonderful news. Enjoy the rest of the winter. Winter will make you appreciate spring even more.

Like us on our Facebook page!

Do you have a drone?

Your Protection and Peace of Mind is Our Only Business!

215-885-2200

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Did you get a drone for Christmas? I imagine they are a lot of fun. I know the first thing you did when you purchased the drone was to call your insurance agent to see if you have property or liability coverage for your drone, right? Well, the funny thing is that I have not received one call from a client asking if their new drone is covered. I imagine at least one of my clients owns a drone.



The big question: "Is my drone covered under my homeowner's insurance coverage?" And the answer is "Maybe." What if you crash the drone into a person and hurt them? What happens if you crash your drone into a car and cause an accident?

If your drone is used for recreational purposes only, then you may have some coverage. It depends on the language in your policy. Different companies have different language. Some limit the size of the drone to under 10 pounds. Others companies' policies state "we do cover model airplanes not used or designed for transporting cargo or persons."

Did you know that all drones over .55 pounds (yes, that is only half a pound) need to be registered with the FAA (the Federal Aviation Administration)? If you operate an unregistered drone you are subject to fines. You may also lose your liability coverage since you are operating the drone illegally. Go to the [FAA website](#) and make sure you know what is required. The best thing to do is call us at **215-885-2200** and discuss your drone with us.

Did you have a great experience with someone at our agency?
Please post an online review on [Google](#) or our [Facebook Page](#).

Spencer Trivia

This quarter's question: What is Punxsutawney Phil's full name and where does he live when he is not at Gobbler's Knob?

Send your Answer to cspencer@spencerinsurance.com. If you email the correct answer by March 1st, your name will be entered into a drawing for a \$25 Gift Card. Good Luck!

Last Month's Question was: How did the Jack O'Lantern become associated with Halloween?

Answer: The Irish brought the tradition of carving pumpkins into Jack O'Lanterns to America. However, the original Jack O'Lantern was not a pumpkin. Pumpkins did not exist in Ireland. Ancient Celtic cultures in Ireland carved turnips on All Hallow's Eve and placed an ember in them to ward off evil spirits.

Several people emailed the correct answer and **Evelyn Stern's** name was picked as the winner. Congratulations, **Evelyn!**

Client News



Congratulations to Maryann and Tim Nikander on the birth of their first grandchild, Margaret Eileen.



Congratulations to Michele and Imran Chowdhury on the birth of their daughter Lena.



Congratulations to Melissa Niemczura and Brendan Einhorn on the birth of their son Clark Edmond

Tip of the Month: Why does my homeowner's insurance premium increase every year?

We hear this question from clients so I thought some of you are probably not asking us this question but are thinking about it. So let me answer the question.

There are many factors that will affect your homeowner's insurance premium including making a claim and increases in replacement value coverage on your home. Weather related catastrophic losses also affect your rates even if you do not make a claim. Also, each year the insurance company will increase your dwelling coverage to keep pace with inflation. So you may see a 2%, 3%, or 5% increase depending on the cost of living increases for building materials in your area. All of us know it will take more money to replace our home today than it did 20 years ago.

But these factors are not why homeowner's insurance premiums can vary from carrier to carrier. That is why I always ask our clients to send me a copy of any quotes they receive for a lower premium than they are paying now so I can make sure they are not losing any valuable coverage.

Think about the last time you bought a new car. I just recently purchase a Toyota Camry. I could have just gotten the base model but I wanted the hybrid. I also wanted some safety features. The one I really like is that my headlights turn when I am making a turn. Pretty cool. I also chose some other features that cost me extra money (a navigation system and Apple Car play for example). I could have just gotten the basic model for less money and that would have been okay, but I wanted more features so I knew I would be paying more. So I paid the extra money and got the car I wanted. Homeowner's Insurance is very similar.

What I see when clients send me their quotes is that they are being quoted a basic homeowner's policy. Of course the premium is less because they no longer have the coverages we discussed that were important to them. If they want a basic homeowner's policy I will sell them one IF that is all the coverage they want. But I will make sure they will know what coverage is now missing. Just like my Camry if you want more features you should expect to pay more.

As you know Spencer Insurance Agency represents several quality homeowner's insurance companies. It seems that all our companies are coming out with new versions of their homeowner's policy and/or new coverages. Should you switch? Should you update to the new version? Should you add additional coverages that were not offered before? One thing I know for sure is that you **SHOULD** talk to us about your policy. Our agency tries our best to be as proactive as possible and reach out to our clients if we feel you should make changes. In a perfect world we would talk to all our clients about these updates but we are not perfect and this is not a perfect world. We can't get to everyone right away so feel free to call us at any time for a review.

Here are some new coverages being offered by our companies just recently:

continued on pg 3

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

- \$10 gift card
- \$5 donation to a local charity
- An entry for a chance to win a spin on our Prize Wheel where you could win **\$100 Cash, or a \$50 Gift Card!**

One Big Spin winner will be picked each month! Start now to increase your chances to win!



Thank You

Thank you to all our clients who graciously told their family, friends, and associates about us!

Ken & Michelle Matthews, Sharon Slusarski,
Vince Sheila, Dave Schweizer, Felix Tuccillo,
Mike Griffith, Austin Bach, Bob McCain,
Dorothy Kelso, Bryce Bundy, Jo Cornely
and Rudi Bodensteiner.

Charity Spotlight



Montgomery County Hearing Voices Network

Recovery - Acceptance - Education

For the first quarter of 2019 Spencer Insurance Agency will Spotlight the Montgomery County Hearing Voices Network (MCHVN).

The mission of MCHVN is to promote recovery, acceptance and education about the experience of hearing voices. They do a great job with education and other resources such as family support groups and peer to peer support.

Hearing Voices Network Groups offer a safe haven where participants can feel accepted, valued, and understood.

For each referral Spencer Insurance receives in the first quarter of 2019, Spencer Insurance will donate \$5 to MCHVN.

For more information on MCHVN [go to their website.](#)

Tip of the Month, continued

Call us today at **215-885-2200** for a review.

- Service line coverage – Now you can get the coverage you may be paying your water company for to replace a broken pipe from your house to the curb.
- Mechanical Breakdown – Coverage for appliances, heating/air conditioning systems when they break down
- Loss forgiveness/decreasing deductible
- Hidden seepage coverage
- Roof and siding matching in event of claim

Of course if you add some coverage you will be paying more premium. You have to decide if it is worth the additional cost to have the coverage. Just like my Camry I will pay more if I add more features/coverage. Price is important but remember the “True Cost of Insurance” includes the cost you pay out of pocket when you don’t have the proper coverage. If you want a basic homeowner’s insurance policy great, you can have it. But if you want some better coverage you should expect to pay additional premium. It is very hard from the policy pages to know all the coverages that are included or missing. Let us help you. If we can’t determine whether the quote you received or policy you have with another agent has a certain coverage, we will tell you what to ask the other agent to make sure you do have that coverage. Call us today for a review of any policy.

Big Spin Winners



Congratulations to our September winner, **Nick Breslin!**
Nick won \$100 Cash!



Congratulations to our October winner, **Bryce Bundy!**
Bryce won \$50 gift



Congratulations to our November winner, **Jo Cornely!**
Jo won a \$100 cash!

Congratulations to our December winner, **Vince Schiela!**
Vince won \$50 gift card!





1st Quarter

2019

Spencer Online



- Want more information about an Umbrella Policy?
- FAA drone requirements
- Contact us about Key Person life insurance
- Getting married this year?
- Montgomery County Hearing Voices Network



See how umbrella insurance is a cost-effective way to protect your assets (like your home or retirement savings) from lawsuits.

Did You Know?

Grange Life Insurance Company is now officially part of the **Kansas City Life Group of Companies**. While the transaction itself is finished, the transition has just begun and may take up to a year to complete. If you have a Grange Life Insurance Company policy with our agency you will be receiving an announcement in the mail.

Spencer Insurance Agency is excited to partner with Kansas City Life and looks forward to introducing our clients to the many products Kansas City Life provides. Call us if you have any questions about this transition, **215-885-2200**.