



SPENCER INSURANCE AGENCY'S

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



Hello! I hope you are enjoying the beautiful colors that mark the arrival of fall and the cool crisp air that comes along with it. This has always been my favorite season. In our newsletters I would like to provide some helpful tips and share some happy pictures and stories about our clients. Please send us your pictures of the special events in your life if you'd like us to share them.

Congratulations to our clients who recently had a baby. Check out their pictures!

Don't forget to try your luck at our trivia game, you may be our next winner!

October is Fire Prevention Month. This quarter we are trying something different for our charity spotlight. Usually we pick the charity, but this time we would like your input.

Please see our charity spotlight page for more details to help your local fire company.

October is also Long Term Care Insurance Awareness month. See our tip of the month about Long Term Care insurance. It could be the right way for you to protect those retirement assets you've accumulated over your life time. It's never too early to start.

All of us at Spencer Insurance Agency wish you and your families a wonderful holiday season! We hope you are able to spend the holidays with the people you love.

Enjoy the months to come!

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Like us on our Facebook page!

Tip of the month: Is Long Term Care Insurance right for me?

October is Long Term Care Insurance Awareness Month.

Traditional long term care (LTC) insurance policies have become less popular as costs rose each year making them unaffordable in many cases. When LTC insurance policies were first introduced there was not much data on claims so a lot of assumptions were used. As time passed, insurance companies experienced more claims than expected which led to increased premiums.

Today there are many different options when purchasing LTC policies.

Long Term Care is a serious risk to your retirement assets. You worked for years and saved for retirement, but you were not expecting to see those retirement savings being used up by your long term care needs. Check out **Genworth's Compare the Cost**

Report, to understand the risk to your retirement assets. In our area a home health aide could cost you \$54,912 a year. A nursing home stay could cost you \$124,465 a year. At that rate your retirement assets are vulnerable.

Contact us today to see if LTC insurance is right for you. You can also visit our website to read: **"Spencer's Tips on Long Term Care . . . What is Long Term Care and how do I prepare for it."**

Since the new generation of Long Term Care Insurance policies are based on life insurance the sooner you start a policy the less the cost will be. Don't wait until it is too late and you eat into those retirement assets you built all your life.

Your Protection and Peace of Mind is Our Only Business!

215-885-2200

www.spencerinsurance.com

info@spencerinsurance.com



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 the nation's oldest Thanksgiving Day Parade?

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

Last Month's Question was: What are the names of the signers of the Declaration of Independence that were delegates from Pennsylvania?

Answer: There were nine signers who were Pennsylvania Delegates: Robert Morris, Benjamin Rush, Benjamin Franklin, John Morton, George Clymer, James Smith, George Taylor, James Wilson and George Ross.

Several people emailed the correct answer and **Patty Williard's** name was picked as the winner. Congratulations Patty!

Client News

Congratulations to Sarah and Dan Schmidt on the birth of their son, Henry Ronan.

Congratulations to Becky and Keith Edwards on the birth of their daughter, Brienna Christine.



Nana and Henry



The Rose family

And Congratulations to Noreen and Jim Rose on the birth of their son, Martin James.

Review us online at www.spencerinsurance.com!

FAQ: My Open Enrollment with my employer is approaching. Should I purchase the supplemental Life Insurance offered by my employer?

Many employers offer Group Life Insurance coverage. Some of the coverage is provided free as an employee benefit, but often you can purchase supplemental coverage. Should I purchase this additional coverage?

Pros:

- Convenience, as the premium is automatically deducted by your employer
- Easier to apply, as fewer medical questions are asked
- Blood tests or other lab work is not required
- Often rates are blended, resulting in lower rates for smokers
- Rates are frequently unisex, resulting in better rates for men

Cons:

- Group life rates typically increase every 5 years.
- Group life rates are blended, so if you are a healthy non-smoker you could end up with a higher rate than you would individually
- The amount of insurance offered is limited and may be insufficient
- You may lose the coverage if you leave the employer
- Rates can increase immediately if the employer chooses a new life insurance company

What should I do?

Contact us today at 215-885-2200 to review your life insurance needs and the cost of your employer's life insurance coverage before your next open enrollment. Most open enrollments happen in the fall so this is a great time to review that coverage.

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!

Rick Fetzer, Felix Tuccillo,
Cara Rossi, Liza Lazurus,
Steve Cornely, Julia Love,
Mary Doherty, Eric Silverman,
Carol Stambaugh, Chris Kwon,
Lou Mayer, and Chris Licketto.

Big Spin Winners



Congratulations to our June winner, **Bryce Bundy!**
Bryce won \$100 Cash!



Congratulations to our July winner, **Mary Doherty!**
Mary won \$50 Cash!

Our August winner, will be announced next issue!

Charity Spotlight



SUPPORT YOUR LOCAL FIRE COMPANY!

October is Fire Prevention Month and we want to thank our first responders and support a local fire company. Email Charlie at cspencer@spencerinsurance.com and

vote for your local fire company. In the subject line of your email write "my vote." **You must be a client to vote and you get one vote per household.** Deadline to vote is December 1, 2019.

The fire company that receives the most votes will receive a check from Spencer Insurance Agency. The donation amount will increase for each referral you send to us this quarter. Help us send a larger donation by referring your friends, family and co-workers.

Vote Today!

Want to go Paperless with your auto and homeowner's insurance?

For links to the company websites visit our website. Most of our carriers also have an app you can download for your phone or tablet. Imagine the next time you are at your auto repair shop getting your PA State inspection and they ask you for your auto ID card. You could just pull it up on your phone! Same idea when refinancing and you need a copy of your homeowner's policy. It could be right on your phone.

Of course, we are happy to help you with anything you need so please don't hesitate to call us at 215-885-2200 or contact us through our website at www.spencerinsurance.com.



Sunday November 3rd is the start of Daylight Saving Time. Just a friendly reminder to turn your clocks back one hour! This is also a great time to check your smoke detectors and replace the batteries.

4th Quarter

2019

Spencer Online



- **Want to go Paperless? Set up an account with your company.**
- **Learn more about Long Term Care Insurance.**
- **Life insurance FAQs**
- **You can be our next Big Spin Winner of \$100.**
- **How does separation and divorce affect my auto and home insurance?**

More Than Half

of people **are concerned about paying** for long-term care services, but only **14% own** long-term care insurance.

Source: 2017 Insurance Barometer Study, Life Happens and LIMRA

Did You Know?

Telematics is a method of monitoring a vehicle using GPS and other diagnostic information. Many companies have introduced their own system which monitors your driving habits for a period of time using an app you download on your cell phone. The company will capture your driving behavior in real time and begin to score your driving based on variables such as time of day, hard braking, rapid acceleration and speed.

Most companies offer you an upfront discount of 5% on your car insurance when you sign up and use the app. After a period of time (usually around 90 days) the company will score you. If you are above average you may receive additional discounts on your next renewal of up to 10 to 15%. If you don't score well your rates remain the same. Currently in PA companies cannot raise your rates if you score poorly. Other states may vary.

If you have any questions or would like to find out more contact us at 215-885-2200.