



SPENCER INSURANCE AGENCY'S

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



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Your Protection and Peace of Mind is Our Only Business!

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I hope everyone is well and enjoying this beautiful fall. Nice to finally get some rain so my backyard does not look like a dust bowl. Send us some pictures of your Halloween festivities. We would love to post them on our Facebook page.

Check out our Trivia game for a chance to win a \$25 gift card. Send us your answers!

Many of our clients who are nearing retirement are asking us if long-term care insurance is right for them. I address this in our **FAQ section**. Check it out and contact us to discuss your long-term care insurance needs.

If you know someone who is going through a major life event, such as getting married, separating, or divorcing, make sure you show them our "**Did you Know**" section of the newsletter.

It is very important that they talk to us about their life insurance beneficiaries during these changes.

Thank you for all who voted our agency the best agency in Montgomery County. Check out our **Agency News** section.

As the holiday season approaches all of us at **Spencer Insurance Agency** wish you and your families a Happy Thanksgiving. We are very thankful for you our clients and the trust you put in us. We really appreciate all the referrals you have sent us this year. I hope you have some time to slow down and spend some time with your friends and family during this season. Your protection and Peace of mind is our only business.

Charlie



Visit Charlie's Blog

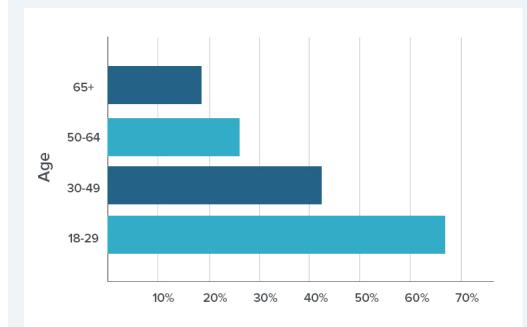
Tip of the Month

Renter's insurance seems to be the best kept secret in the insurance industry.

65% of renters age 18 to 29 do not have renter's insurance. You may think that you don't own the building so why do I need renter's insurance. Your landlord's insurance policy will not cover the stuff in your apartment. The stuff includes furniture, TV, clothing, dishes, and other property. Many young renters say that their stuff isn't worth much. What they

Continued on page 2

Percentage of renters who lack renters insurance by age group



**Did you have a great experience with someone at our agency?
Please post an online review on Google or our Facebook Page.**

Spencer Trivia

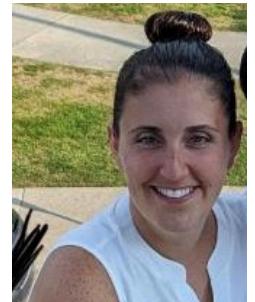
4th Quarter's Trivia Question: "What soft drink believed to be the first soda was first served in 1835???"

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: "The summer's Dog Days are named after whom?"

Answer: The ancient Romans called the hottest, most humid days of summer "diēs caniculārēs" or "dog days." The name came about because they associated the hottest days of summer with the star Sirius. Sirius was known as the "Dog Star" because it was the brightest star in the constellation Canis Major (Large Dog).

Several people emailed the correct answer, and **Maria Petosa-Lubaway's** name was picked as the winner. Congratulations, **Maria!**



Agency News

Thank you to all of you who voted **Spencer Insurance Agency** the "**Best Insurance Agency**" in the Montgomery Publishing "**Best Of Montco**" contest. This is the 8th straight year we were voted the best insurance agency in Montgomery County.



We also want to congratulate Charlie Spencer for being selected once again for the **Five Star Home and Auto Professional Award**. Charlie has received this award for 7 years.



Tip of the Month Continued

don't realize is that when you have a fire and need to replace that sofa that you will need to pay what it costs you today. Some one in your family may have given you the sofa but is another one available after a fire. The cost of your stuff will add up. While my son was in graduate school his apartment sustain damage from a fire next door. He was shocked when he found out his stuff was worth over \$20,000. He was thankful he listened to his dad and purchased renter's insurance.

Many of our clients purchase renter's insurance for their son or daughter in college when they live in a dorm or apartment. This way if there is a claim it does not affect the parent's homeowner's policy.

Renter's insurance also contains liability insurance to cover you for many things like someone getting hurt in your apartment, your dog biting someone or when out golfing you hit a ball that damages a house. You could be out of pocket a lot of money if you don't have renter's insurance.

FAQ: Is long term care insurance right for me?

Are you starting to think about retirement? If you are in your 50s and 60s and starting to think about retirement, we should talk. Many clients ask me if long term care insurance is right for them. According to Medicare, at least 70% of people over 65 will need long-term care services at some point.

Long-term care includes medical and non-medical care for people who have a chronic illness or disability. Non-medical care includes non-skilled personal care assistance, like help with everyday activities, including dressing, bathing, and using the bathroom.

Long-term care is getting more expensive. According to Genworth's 2019 Compare the Cost report, Continued on page three.

Review us online!

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!



Big Winners

Congratulations to our June winner, **Bob McCain!** Bob won \$100 cash!



Congratulations to our July winner, **Terri Dezzi!** Terri won a \$50 gift card!

Congratulations to our August winner, **Jeff Kircher!** Jeff won \$50 cash!



Charity Spotlight



During the 4th Quarter of this year Spencer Insurance will highlight **Jenkintown Food Cupboard** and pledge to donate \$10 for each referral we receive from our clients and friends during the 4th quarter of this year.

Jenkintown Food Cupboard is a community-focused food insecurity organization, working to create accessible, stigma-free spaces for our neighbors to receive the food and nutritional resources they need and deserve.

Thank You

Thank you to all our clients who graciously told their family, friends, and associates about us! Bob McCain, Elliott Seidman, Shawn McKenna, Terri DeZzi, Julia Love, Mark Donathan, Dan Imms, Jeff Kircher, Maria Lifsted, Ji Hering, Dennis Monaghan, Jeff Zimmerman, Stacy Favoroso, Brittni Sennet, and Mike Sabatini.

FAQ: Continued

a home health aide costs \$56,056 per year and a nursing home semi-private room costs \$119,720 a year. This can take a big bite out of your retirement assets.

As the TV commercials say "This is not your father's long term care insurance policy." The policies have changed over the years and the new policies are life insurance based so you don't need to worry about premiums going up. **Contact us** today to find out how you can leverage your retirement assets to get long term care benefits.

It is important to protect your hard-earned retirement assets from long-term care expenses.

Like us on our Facebook page!

Spencer Insurance Agency

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4th Quarter

2022

Spencer Online

- Jenkintown Food Cupboard
- Five Star Award winner
- Renter's Insurance
- Is Long Term Care Insurance for me?



- Fall Safety Tips



Did You Know You?

Pennsylvania estate law provides that divorce automatically nullifies the designation of an ex-spouse as a beneficiary in a life insurance policy.

Unless you specifically allow an ex-spouse to continue as the beneficiary in a life insurance policy in a settlement agreement or court order that beneficiary designation is nullified. If you have children with an ex-spouse you may want to continue the ex-spouse as a beneficiary, but there may be other options. You may want to set up a trust for the benefit of the children and use someone you trust to be trustee.

No matter what you want to do you must contact your insurance agent and an estate attorney to make sure it is set up properly. So, if you or someone you know is separating or divorcing have them contact us immediately. You want to make sure the people you want to receive your life insurance proceeds get those proceeds.

