



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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Hello all! What a strange winter. I can't remember another winter where we had no snow. I don't know about you but I missed not having that one big nor'easter that shuts down every thing for a day. Do kids know what a sled is? Now it is time to enjoy Spring and see all the flowers, bushes and trees bloom.

Are you itching to get on your motorcycle? Make sure you contact us before your first ride to see if you have the right coverage. As summer approaches make sure your summer toys like boats, jet skis and recreational vehicles are insured. Also remember that flood insurance can be purchased no matter where you live, even in areas that normally don't flood.

May is known for weddings. Be sure you check out our **"Did you know"** article to see how to insure your wedding from things that may go wrong.

Want a \$25 gift card? Play our trivia game. One lucky person who sends me the correct answer will win a \$25 gift card.

As car and home insurance rates rise for a variety of reasons be careful when you get other quotes. Send the quote to us so we can make sure you will have the same coverage. See our **"Tip of the Month"** to find out what your **"True cost of insurance"** is.

As always, our staff is here to help you with your insurance needs. **Contact us** today to get a quote or to just review your current policies. Enjoy the Spring. I will talk to you again in July.

Charlie

Visit **Charlie's Blog!**

Tip of the Month: What is the "True Cost" of Insurance?

Have you ever shopped for auto or homeowner's insurance? Due to several factors, auto and homeowner's insurance rates are on the rise this year. This is true of all companies. **Spencer Insurance Agency** is a second-generation family independent insurance agency representing several companies. Our goal is not to provide our client with the lowest cost for their insurance. We are generally not the highest or lowest. Why? What is the **"True Cost"** of insurance?

Unfortunately, many people think that all there is to the cost of insurance is the premium they pay to the insurance company. Not True! What if your sump pump fails and your basement floods. You make a claim to the insurance company for the damage done to the walls and property in your basement. You figure you have \$10,000 of damage. The problem is that the insurance agent that sold you the policy did not offer water backup/sump pump coverage or you decided it was not worth the \$50 it costs to have that coverage added to your policy.

Now you are out of pocket the \$10,000 so the **"True Cost"** of your insurance is the premium paid and the \$10,000 you must pay to repair the damage, Continued on page 2

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

Spencer Trivia

2nd Quarter's Trivia Question: What state joined the Union on June 1, 1796?

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

Last Quarters Question was: "March Madness is coming. The Villanova Wildcats beat the Georgetown Hoyas to win the 1985 NCAA Basketball Championship. What seed were they and in what region did they play?"

Answer: The Georgetown Hoyas, the tournament's top seed from the East region, faced the Villanova Wildcats, the eighth seed from the Southeast region.

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

Tip of the Month Continued

to the wall and replace your personal property.

Many times, our competitors when they quote our clients will lower the coverage on their dwelling, saying that you are over insured. We use a cost estimator to come up with replacement value. I would ask "What part of your home will you not rebuild if you have a total loss?" How did the other company come up with your replacement value?

I could list several similar situations that could happen. When you shop (We understand that price is important) just check with us before you switch so we can look over the quote you received to replace the coverage you have with us. Many times when you send your policy pages to another agent they are not familiar with the coverages in some of the endorsements you have on your policy. It may look similar, but it is not! We owe it to you to explain why your current price is more expensive than the price you are being quoted.

Don't assume that the new price you are being quoted is the lowest cost. It may be the lowest premium right now, but if you have a claim, you may find the lack of coverage will cost you a lot more. Your "True Cost" of insurance could be a lot higher. I recently did a comparison for one of our clients, comparing their current coverage with the coverage they were quoted. The price was a lot lower, but if my client had a claim the "True Cost" of that insurance would have been a lot higher. **Check out the comparison** which is on our website. See for yourself why the price was lower.

The problem with shopping is that a low price looks great until you have a claim. Then you realize that the lower price cost you a lot more. Don't be surprised when you have a claim. Check with us before you switch your coverage. It may turn out you did get a better cost for your insurance and we will tell you that too. But remember when you call our office you talk to someone you have been talking to for a long time. When you have a question on the new policy who are you talking to on that 800 number?

Has the person been in the insurance industry 6 months or 6 years?

Please **contact us** before switching your policies to a new company.

Big Winners

Congratulations to our December winner,
Brittni Sennett!
Brittni won
\$50 Gift Card!



Congratulations to our January winner,
Felix Tuccillo!
Felix won a
\$50 Gift Card!



Congratulations to our February winner,
Lee Stein!
Lee won
\$50 Gift Card!

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 some one 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!

Charity Spotlight

NAMI Montgomery County PA

National Alliance on Mental Illness



During the 2nd Quarter of this year Spencer Insurance will highlight **NAMI Montgomery County, PA.org/** and pledge to donate \$10 for each referral we receive from our clients and friends.

The Mission of **NAMI Montgomery County, PA** is to improve the lives of individuals and families affected by mental illness through recovery focused support, education, and advocacy.

Please help with your donation.

Thank You

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

Felix Tuccillo, Julia Love, Elliott Seidman, Brittini Sennett, and Frank Higgins

Did You Know? Planning a wedding?

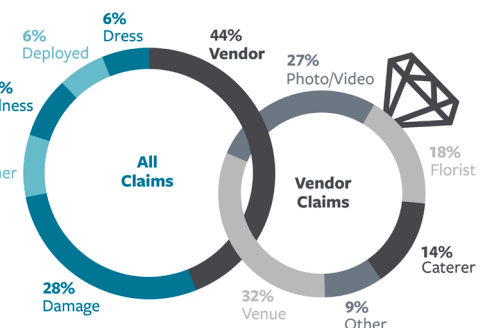
Wedding insurance helps make things right when things go wrong.

Your wedding day is one of the most exciting days of your life. Not only have you been dreaming about it and preparing for your special day, but you are also spending a lot of money to make it extra special. Your wedding day is an investment, one in which you want to make sure you protect now more than ever. Your wedding day can be protected by purchasing a wedding protector plan at a low cost.

Some of things that can go wrong include a ruined wedding dress, lost deposits, lost rings, bad weather, ruined photos, and illness. Weddings are expensive.

Contact us today to find out how to insure your wedding and other events.

Wedding Claims



Like us on our **Facebook** page!

2nd Quarter

2023

Spencer Online



- **True cost of insurance**
- **NAMI Montgomery County, PA**
- **Spring Maintenance tips**
- **Get a Quote for your car, home, motorcycle, boat and RV**

Storm Damage?

- 1 Before you start cleaning up, take photos of the damage to your home and belongings.
- 2 Make a list of damaged/lost items, and gather any original receipts you have for those items.
- 3 Call your insurance agent to submit a claim.

Having this info on hand will help speed up the process with your insurance company and other programs.



FEMA

FAQ:

Do you insure motorcycles, boats, jet skis, and recreational vehicles?

Yes!! Spring is in the air so make sure that motorcycle is insured properly before heading out for a ride.

Check out our other **Spring Maintenance tips**.

1 in 3  **WOMEN**
believe they don't have enough **life insurance**.

Source: 2015 Insurance Barometer Study, Life Happens and LIMRA

Think life insurance.

www.lifehappens.org

LIFE HAPPENS
A NONPROFIT ORGANIZATION