



Informer

The Official Newsletter of Affiliated Insurance Managers

Don't Fall for Poor Advice about Saving on Insurance



Most consumers and business owners are turning over every leaf possible to save money during these challenging economic times. You may be looking to save money on your insurance by dropping

or scaling back on coverage, but you must be careful not to eliminate essential and basic coverage. Doing so could lead to financial disaster.

Despite the advice from so-called experts on consumer Web sites and in publications, it is ill advised to make moves such as dropping replacement cost coverage for "actual cash value" coverage, which actually saves you little in exchange for lesser coverage. Another bad idea is dropping physical damage, uninsured and underinsured motorist coverage while reducing liability coverage to the minimum required by the state. These are critical coverage provisions that protect drivers from catastrophic losses.

You might also hear that you can drop some areas of coverage because there are duplicating policies. Financial experts may recommend dropping coverage for uninsured motorists and medical payments in

an auto policy if you have health or workers compensation insurance. However, uninsured motorist insurance covers much more than just medical expenses, and tampering with that coverage can put you, family members, and passengers at great risk.

In addition, don't believe that all insurance policies are the same except for the price. Insurance policies are legal contracts and, aside from some industry standards, each insurance policy is unique. Some cover far more or less than others.

Here are some steps you can take to control or even save on premiums:

- Weigh whether increasing deductibles is appropriate. Remember that it's often better to hike deductibles during prosperous times when the ability to cover a loss is greater.
- Having your automobile and homeowners policies with AIM allows you to receive multiple-policy discounts.
- Let AIM know if you are working close to home and if you have equipment such as anti-theft devices to see if you qualify for discount credits. Call us periodically to see what new credits may be available to you.



Preparedness Makes for Fewer Winter Woes

As most New Englanders know, ice, snow and wind can take a toll on residential property, so it is important to take precautions to protect homes well before the snow starts to fly. Homeowners, especially those who spend the winter in warmer locations such as Florida, should do the following:

- Remove leaves, acorns, sticks, pine cones and other debris from gutters so melting snow and ice can flow freely.
- Trim trees and remove dead branches. Ice, snow and wind can cause trees or branches to break, damaging your home, automobile or injuring someone walking on your property.
- Add insulation to attics, basements and crawl spaces. Well-insulated basements and crawl spaces will also help protect pipes from freezing.
- Wrap pipes with heating tape and insulate unfinished rooms such as garages that frequently have exposed pipes. Also, check for cracks and leaks, and have minor damage fixed immediately to prevent much costlier repairs.
- Install programmable thermostats and keep the temperature at a minimum of 65 degrees. Temperatures lower than 65 degrees will not keep the pipes from freezing.
- Have furnaces, boilers and chimneys serviced at least once a year. Make sure that smoke and fire alarms are working properly and consider installing a carbon dioxide detector.
- Have water systems drained by a professional to keep pipes from freezing or bursting. Snowbirds should have someone check on their homes on a regular basis.



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Claim Service as Close as your Key Chain



We are happy to include in this newsletter two key tags for you. The key tags provide Emergency Contact Information on them. Although we never know when

or where an emergency situation or accident may occur, we at AIM want you to be able to contact us immediately.

Simply by calling our phone numbers (24 hours, 7 days a week) on this tag you will be able to speak with one of our associates who will be able to direct you to the proper party or assist you through your emergency. You may want to give a tag to your neighbor along with your spare key so that the “Key Neighbor” will always have this information close at hand when they are house-sitting.

We are excited to offer 24/7 immediate contact to you, our valued customer. We are proud to be one of a very few insurance agencies to provide this service. The key tag also includes our normal business number so you can call us with any questions or for additional services.

Please keep us in mind when a friend is looking for an insurance quote or superior insurance service. **Referral business is our best source of new business.**

Certain Events Should Trigger Changes in Coverage

There are many occurrences in life that necessitate changes in insurance coverage. You should contact our office if you:

- Buy a new home, whether it's your main domicile, a vacation home or rental property.
- Purchase a new or used automobile.
- Purchase a boat, recreational vehicle or motorcycle.
- Have a teenager who obtains a driver's license and is allowed to drive the “family” car.
- Receive or purchase an expensive piece of jewelry.
- Receive or purchase an antique of any sort, including household items and coins.
- Are planning and paying for a wedding.
- Complete major renovations or an addition to your house.
- Have a dependent that is living away from home to attend college.
- Get married or divorced.
- Have a new child or grandchild join your family.
- Take on the financial responsibility of an aging parent.
- Refinance your home.