

Johnson&Rohan Newsletter

JohnsonandRohan.com

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Protect what is important to you

It makes sense to protect what you value. You insure your car, your home, and your valuables. What about you and your family? Without life insurance, you leave your family open to risk. If you have a policy in place perhaps you should think about replacing or adding another. You should review your life insurance every time a major change happens in your life – a marriage, birth of a child, purchase of a house, or starting a business. Fortunately, life insurance can be surprisingly easy and affordable. It's cliché but "life insurance isn't for the people who die. It's for the people who live." We have the most competitive markets for life insurance in the state including rates from SBLI and Banner Life along with many other companies. Please give us a call if you would like to get rates or discuss.

Insuring your home properly

The Coverage A, Dwelling, on your home insurance policy should represent the Replacement Cost, or pure construction cost, of your home. This is the amount of money that it would take to rebuild if you were to suffer a total loss. Land, driveway & foundation costs should not be considered. This amount is usually very different than your home's market value. If you have had any renovations, improvements or additions done to your home you should have us increase your Dwelling amount. Please call us if you would like to review your home's Coverage A, Dwelling, amount.

The Ice Dams are coming, The Ice Dams are coming

Nobody likes them and they're not a lot of fun, but they keep coming and coming. They are Ice Dams and, fortunately, they are preventable. Ice dams are caused by the build up of ice and snow on your roof. Melting and re-freezing contributes to more snow and ice building up. Watch for ice dams near gutter downspouts. Keep gutters free of leaves and debris so melting snow and ice can flow freely. Ice dams can cause water to build up and seep into your house destroying walls, floors and personal property.

It has been a mild winter ... so far

Here are some ideas that will make insurance losses a little less likely during severe weather:

- Keep sidewalks and entrances to your home free from snow and ice.
- Watch for ice dams.
- Trim trees and remove dead branches.
- Keep the house heated to a minimum of 65 degrees.
- Know where the main water shutoff is in your home. Find out how it works in case you have to use it.
- Open hot and cold faucets enough to let them drip slowly. Keeping water moving within the pipes will prevent freezing.
- If you haven't already, make sure all hoses are disconnected from outside spigots.
- If you plan to be away for an extended period of time, have the water system drained by a professional to keep pipes from freezing or bursting.

Did you know ...

Massachusetts has announced a statewide decrease for auto insurance in 2006 of 8.7%. Finalized/produced new rates should be out by April 15th.

2006 Driving Records will look completely different than in past years. To summarize the new program, the "best" drivers in the state used to be Step 9 drivers. This meant no at-fault accidents or moving violations in the past six years. Now these drivers will be: "+99" drivers. Step 10 drivers (one moving violation over the past six years) will become "+98" drivers. New operators and those with less than six years experience and no incidents will be "0" drivers. From here drivers will be given points for each violation. 2 points for a minor moving violation, 3 points for a minor accident, 4 points for a major accident, and 5 points for a major moving violation. The point system will go from 0 to a maximum, 45.

To Gap or not to Gap, this is the question

What is Gap Insurance? If a car is stolen or declared totaled, the auto insurance company will pay actual cash value for the car. The actual cash value can be a lot different from what is owed on the vehicle. Without gap insurance the lender will hold the individual responsible for paying the difference between the actual cash value and the amount left on the loan. Gap Insurance covers this amount. The cost for gap insurance is a one time cost of \$299 for the life of the loan. This is either a good, or not so good, of an idea depending on the gap between what you owe and the actual cash value of your vehicle.

Hurricane Katrina

Preliminary estimates of Hurricane Katrina losses are \$34.4 billion. Total economic losses are likely to amount to more than \$100 billion, making it the most costly and devastating natural disaster in the nation's history. It will take many months to know the final tally for insurers. This catastrophe far exceeds the previous year's series of Florida hurricanes in scope, magnitude and complexity.

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24 hours/ 7 days a week by appointment

When it rains it pours

You may want to consider an Umbrella ... a Personal Liability Umbrella. This policy "sits over" your home and auto liability limits. A Personal Liability Umbrella Policy is a relatively inexpensive way to provide you with \$1,000,000 or more of additional personal liability protection from lawsuits. The cost for \$1,000,000 Personal Liability Policy sitting over a home and two autos would cost around \$180. Please call us if you would like to discuss.

"If I had eight hours to chop down a tree, I'd spend six hours sharpening my ax."

– Abraham Lincoln

THANK YOU for insuring with us. We appreciate your business and your continued referrals. ■

HAVE
A
GREAT
YEAR!

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