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McCabe Insurance
 writes policies for...

- AUTOMOBILES
- MOTORCYCLES
- HOMES
- VACATION HOMES
- RENTAL PROPERTIES
- FLOOD
- BOATS
- BUSINESSES
- UMBRELLA LIABILITY
- LIFE INSURANCE
- BONDS
- And more...

By adding any of these to what you have now, you will be able to save on both your new policy and your current one through our

- MULTI-POLICY** discount.
- 25% off Home
- 10% off Auto
- 5% off Life

We proudly represent...



The McCabe

Insurance Messenger

Volume 2

Spring & Summer 2008

Thank you for taking the time to read this newsletter. These are not just words on paper designed to sell you everything we have, but rather a compilation of new and current events that can save you money and help you protect what matters most.

Important things we want our clients to know.

- As of 2008 (teamed with Erie) our Homeowners rates have dropped 16%, In addition, by quoting your policy at least 7 days prior to its effective date you save 5% more. Giving us the best Homeowners Insurance rate in the business, hands down.
- Through Erie we offer the only "Full Replacement Cost" Homeowners Policy in the business which means you will always have enough coverage to replace your home.
- Our Umbrella Policies add TONS of extra coverage for very little money and are the ultimate line of defense once your limits are reached. If you have kids, this is a must. (continued on page 2)
- Combining all of your insurance policies to one place is smart. So smart that we'll reward you with a multi-policy discount, saving you money on every policy you have. (see Sidebar)

It's Up To You!

Make sure that we have all of your up to date contact information. We don't have time to bother you with flyers or sales calls, the same way you don't want to waste time reading them or answering the phone during dinner; but just in case we need to reach you, we need to know how. You can call, visit the website or just send us an email with all of your current information.

Be proactive in this matter and take control of your insurance; we're here to help.

MAKE SURE TO SEND US YOUR EMAIL ADDRESS!

Please send it to...

Service@McCabeins.com

As with all information that you provide to us, it will be kept in the strictest confidence. We do not share or sell your information to anyone.

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If you are happy with the service we provide, please don't keep us a secret!

The Complete Guide to Umbrella Policies

Every year we contact our clients to tell them about Erie's personal catastrophe policy - more commonly known as an Umbrella Policy. Still many policy holders are unsure what it is and how it works. Here is a complete guide to the best coverage possible.

What is an umbrella policy?

It is a policy that provides you with \$1 million dollars of **liability protection**. In most cases it is in addition to your home and automobile policies. However, it can also provide coverage where your other policies don't in some cases.

Who needs them?

This policy is a smart idea for anyone who wants to sleep well at night, but for some people it is a necessity, especially those who own backyard pools. Business owners need this coverage to protect their personal assets. Anyone who owns a rental property, boat, or recreational vehicle must look into this, so those things are never lost in a lawsuit. Any clients with **YOUTHFUL OPERATORS** this policy is meant for you.

What will an umbrella policy do for me?

Most likely your home and automobile policy has a per person limit of \$300,000. If you cause bodily injury to someone and a judgment is awarded in excess of \$300,000. your "umbrella" policy would then provide an additional \$1 million dollars of coverage. Without it, you'd be responsible for any portion of the settlement over \$300,000 and the defense cost which can be as high as the settlement.

Still not sure you need more liability coverage?

Check the newspapers. You'll find many situations where lawsuits exceed the limit of liability on your current policies. Ask around, we're not the only ones suggesting this coverage. Many of our policyholders call on the advice of an accountant, lawyer or financial planner.

Is it expensive?

Not expensive at all, the average family with one home and two automobiles can get a policy for about \$140. Add \$30 for each additional auto; \$85 if there are drivers under 24; (subtract \$30 if you have only one auto). Other charges/credits can apply but this will give you an idea of its low cost.

Where your personal liability coverage ends, your umbrella policy begins.

Don't wait until tomorrow. Prepare and protect yourself today with an umbrella policy. If the time comes and you don't have one, you'll be left defenseless. "Don't be pennywise and pound foolish."

The application for Umbrella Policies can be found on our website in the "Articles" section under Newsletter.

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Umbrella policies are designed to protect those with a lot to lose, and those who don't want to lose anything.

Life Insurance : Don't Wait Another Day

Life insurance isn't for the people who die, it's for the people who live. Please don't wait until it's too late.

Life insurance is for survivors.

It's a way to look after the people you love when tragedy strikes. Are you prepared? Without life insurance, your financial plan may be just a savings and investment program that dies when you do. It is very hard to save enough money to provide for all of your family's future financial needs in the event of an untimely death.

What can you do to make sure your family will be taken care of should something happen to you? Take another look at life insurance.

Do you have enough?

One of the most common mistakes people make is underestimating the amount of money their families will need should someone die unexpectedly. Families, especially young families or families with children may need financial help for many years. Our agents can do a quick needs analysis over the phone or in person.

Keep in mind, ANY size life insurance policy is more beneficial then not having one at all.

What's Your Policy?

People often confuse *term* life insurance with *permanent* life insurance.

Term Life insurance, (which expires after a certain number of years) is attractive because the premiums are lower, and is a great fit when coverage is needed for a predictable period of time. But, once the term expires the renewal policy may be much more costly.

Permanent Life insurance is a better choice when there is a long-term or indefinite need for coverage. Most permanent life insurance policies build up a cash value while term policies do not.



Sample Rates for Life Insurance

Life insurance is not as expensive as you might think, in fact it's a reasonable and very important addition to your insurance portfolio. Here are some Term Life insurance rates for the average healthy 35 year old.

These rates provide \$250,000 worth of coverage.

SEX	AGE	TERM	MONTHLY COST
MALE	35	10 year	\$15.09
		20 year	\$19.13
		*30 year	\$28.26
FEMALE	35	10 year	\$13.60
		20 year	\$17.21
		*30 year	\$22.53

For many people a 30 year term policy will cover them through the years they need it most, such as when they are responsible for children, cars or a mortgage.

Obtaining Life Insurance is no more complicated than auto or homeowners insurance.

We can complete the application by phone or in a brief personal meeting.

Call us today (888) 622-2231

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[Turn in Your License Plates or it Could Cost You over \\$150!](#)

The Maryland Motor Vehicle Administration (MVA) requires your insurance company to provide you with this notice concerning the return of automobile registration plates when auto insurance liability coverage is cancelled, or when a vehicle is removed from an existing policy. This notice informs you of your legal obligations under section 17-106 of Maryland's Transportation Article and advises you to the penalties that will be imposed if you fail to comply when liability coverage is cancelled, or a vehicle is removed from your policy:

1. License plates must be returned to the Motor Vehicle Administration on or before the date insurance coverage is cancelled. (Not our rule, the MVA's)
2. Failure to return the registration plates may result in an uninsured motorist penalty fine which is assessed at a rate of \$150 dollars for the first 30 days. After the 30 day period is up the rate increases to \$7 each day, until the insurance is replaced or the registration plates are returned. These penalties are assessed per vehicle.

Always return your license plates and registration cards to the MVA before canceling any motor vehicle insurance policy, or when removing a vehicle from your policy. Failure to do so may result in imposition of the penalties listed above and suspension of your current and future registration privileges.



[Homeowners Policies: Knowing Your Sub-Limits and Insuring Smart](#)

All homeowners policies have sub-limits for theft protection. These sub-limits determine how much money you are entitled to if your property is lost due to a theft. Burglaries result in loss, but that loss could be much higher than originally thought if you haven't insured smart. Unless your belongings are individually listed or covered they may not be insured. Insuring smart starts with knowing how much coverage your most prized possessions have, and understanding that these sub-limits are for theft on high end goods. Surprises can be avoided by individually insuring these items. Lets take a look at a few of these limits:

<u>Property</u>	<u>Standard Limit</u>	<u>Enhancement Endorsement Limit</u>
Money, Travelers Checks	\$500	\$750
Sports or Trading Cards	\$1000	\$1000
Deeds, Passports Tickets and Stamps	\$2000	\$2500
Trailers and Campers (not insured)	\$2000	\$2500
Home Business Equipment	\$2500	\$2500
Business Equipment	\$500	\$500
Theft of Guns and Related Equipment	\$3000	\$5000 (limit \$3000 per item)
Jewelry and Furs	\$3000	\$5000 (limit \$3000 per item)
Silverware	\$3000	\$5000 (limit \$3000 per item)

[What Your Credit Score Means for Car Insurance](#)

Nothing matters except results, and recently the results are in. Insurance companies have done studies for over ten years on the correlation of a clients loss record and the clients credit score. The results showed clients with high credit scores generally have fewer accidents and losses.

[This has helped to save clients over \\$60,000,000.00!](#)

Yes, Sixty Million Dollars! The effects trickle down and everyone saves money while using something that they already have, a credit score. The result of the study showed that a client's credit score has become the most important factor in determining a client's loss ratio. The future is unpredictable, but clients with good credit scores proved to have less at-fault accidents, as well as overall losses. The whole point is insurance companies believe that people who fall into this category should be able to save more money. This is why we need your social security number in order to give you the best quote. For now, credit scoring is only being applied to Automobile Insurance in Maryland, but if the trend continues the sky is the limit, hopefully for your credit score as well.

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