



The Hauswirth Report

You Are Cordially Invited...

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*TOP O' THE
 II MORNIN' TO YA!*

That's right, you heard it here! An invitation to see what is new at Hauswirth & Sons Insurance. And there is a lot going on here that you should be aware of!

For the next year, we're inviting our customers and prospective customers to come on in and check us out... free of charge. Now in case you think my cheese has fallen off my cracker, allow me to tell you what I'm talking about.

I believe the insurance carriers and our own Protection Team have seen all the problems we have all faced with Hurricane Sandy (and the early winter snow-storm called "Nemo") and have learned a lot...

We have found that many of our customers have one or two policies with our office and their other insurance policies somewhere else. This made the claim process a very confusing mess, because they didn't know who to contact.

If you were one of those people, do you remember what you went through? Maybe now is the time to make things easier for your-

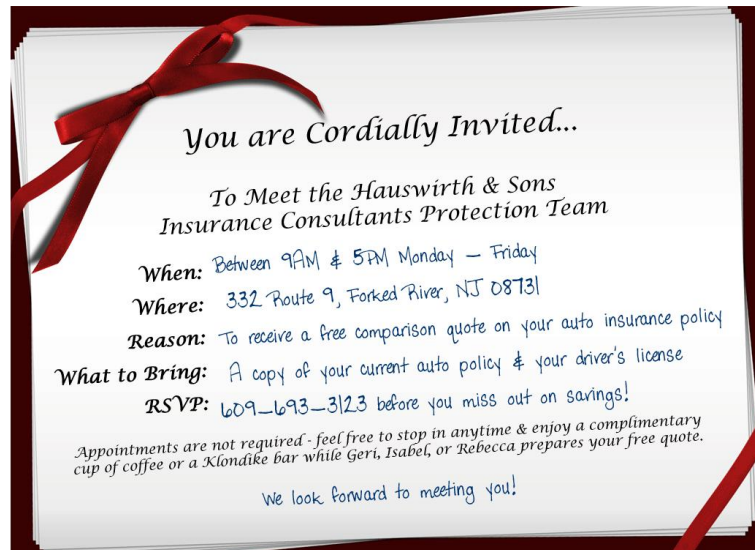
self and get all your policies under one roof.

So many folks have no idea where all the pieces are to their insurance puzzle and it becomes a nightmare, especially when a serious claim is involved. There are several advantages to having all your insurance in one location:

- ✓ You get one-stop shopping for all of your insurance needs.

Carriers are changing their guidelines and rates as well, many offering even better discounts for a home & auto combination.

And let me tell you folks, even Margareth and I were insured with NJM for 29 years and switched two years ago. Their discounts are nowhere near what they were years ago, and we now have FIVE insurance companies hungry to write your auto policy.



We often beat the premiums of many carriers, including:

- ✓ NJM
- ✓ GEICO
- ✓ Allstate
- ✓ Liberty Mutual
- ✓ And more!

In the past few months, we have helped many of you save money.

- ✓ There's one phone number to remember.
- ✓ Like the banks, we have 24/7 online customer access, where you can view your current coverage, order ID cards, and request auto and home insurance changes.
- ✓ Only one location to go to in the event of a serious claim.
- ✓ Plus, we'll stick with you during the claims process.

If you moved your auto to another carrier for a better rate, we invite you back for a comparison quote. The invitation is open ended with a full coffee pot and a freezer filled with my favorite Klondike ice cream bars to snack on while Geri, Isabel, or Rebecca works on a quote for you.

Stop by our office today or give us a call at 609-693-3123!

-Rich

An Interview with Mugsy the Cat Burglar—Top Secrets Revealed!

We recently interviewed our old friend Mugsy the house burglar & asked him what made his career as a criminal so successful. We got the juicy secrets that he wouldn't tell anyone else!

Q: Do you ever get recognized?

A: Of course! I always look familiar; I was just there last week cleaning your carpet, painting your shutters, or delivering your refrigerator.

Q: Have you ever been inside the home that you will later burglarize?

A: You bet. By the way, thanks for letting me use your bathroom when I was working on your yard last week! While I was in there, I unlatched the back window so my return would be so much easier. *(He smiles slyly)*

Q: How do you scope out a potential break-in?

A: I always notice beautiful flowers and a well kept yard. It means you have taste, and taste means you probably have nice things inside too. Your kids' yard toys also make me think they probably have a first-class game system inside...

Q: How do you know when it is a good time to burglarize a home?

A: I always look for a build-up of those stupid weekly shopper newspapers they throw on your driveway. In fact, I'm the one who puts the pizza flyers in your front door just to see how long it takes you to remove it. *(Mugsy winks)*

Q: What was the easiest burglary you ever committed and why?

A: My favorite was when they filled up their garage with total junk and left a \$55,000 car sitting out in the driveway! They even left the car door unlocked for me... it was very considerate of them...

Q: Is one time of year better for burglaries than another?

A: I hate a warm winter! A nice snow fall and no foot traffic or tire tracks are a dead giveaway

that you're a snow bird and your home is ripe for the picking! I also enjoy summer... I'll work on your home while you work on your tan. *(Another wink)*

Q: Do you have any secret tricks you use to break into a home?

A: Of course! But I can't give you all my secrets... Here's one: I look for homes with decorative glass in the front door. I can look inside to see where the alarm control pad is located and whether it's armed. Funny how alarm companies place them in a not-so-subtle location... *(A smirk)*

Q: How do you feel about alarm companies?

A: Well, sometimes they can make my job difficult, but boy do they make some silly mistakes! Now, why would an alarm company forget to place a sensor on a small kitchen window over the sink? Do they really think I wouldn't try that window? And why do they hardly ever place motion sensors on the second floor? I know where the master bedroom window is and where you're likely to keep your jewelry box.

Q: Are there ever days you just don't feel like searching for a house to burglarize? What about in bad weather?

A: Bad weather? Combine bad weather with someone who is already late for work – they're fuming because they can't find their umbrella – and guess what? They forget to lock the door. Sure, it happens... but understand this: I never take a day off due to bad weather.



With that, Mugsy refuses to answer any more of our questions. We just know he has some more juicy secrets for us, so we're going to make sure he comes back next month. He might be done answering questions today, but when he sees his name in our newsletter I'm sure he'll want to come back to brag some more about his accomplishments.

What he doesn't realize is that he's giving us some great tips to keep him out of our homes! But shhh don't tell him that ;-)

🌸 ~ 🌸 Serious Flower Power in Lacey Township! 🌸 ~ 🌸



Our heartiest congratulations go out to Jaimee Layton, the new owner of the Forked River Florist! Many of you know Jaimee as the stay-at-home mom and part-time funeral director at Layton's Home for Funerals, but did you know that during high school and college she was employed in the floral business? Now that her three daughters are in school full-time, she decided to return to school herself for "refresher classes".

Jaimee chose the New York City School of Floral Design, where she was fortunate enough to work under the tutelage of School Director Michael Gaffney. He helped her renew her confidence and enthusiasm for the floral business, and Jaimee is looking forward to using her new skills and excitement at the Forked River Florist. She is also thrilled that she can count on the support of her husband and their daughters to truly make this a family business!

The Forked River Florist is located on Route 9 across from the Lacey Shop Rite. On March 15, Jaimee will be hosting an open house celebration from 4 to 6 PM. The celebration will feature a special book signing by her mentor, Michael Gaffney. He is the author of "Design Star" and President of the New York School of Floral Design. You can call the Forked River Florist at 609-693-5429.

Jaimee and everyone at the Forked River Florist hope to see you at the open house celebration in March!



Follow Hauswirth & Sons Insurance Consultants:



2013 Referral Contest

Just Keep Talking!



Thank You For Your February Referrals!!

- Jessica Fisch
- Vincent Prestinari
- David Semanchik



Greg Broome

Bob Abel

Carmen Kearney



Elaine Carney

John Paul Hoyt

John Tengowski



Luann Novak

Monice Loff

Pat Meehan



Ralph Robibaro

Ron Bennardo

Russell Cherkos



Terri O'Connell

Tina Pilot

Wendy Caulder



How it works:

It's easy, simply tell a friend, relative, acquaintance or whoever about us! Make sure they tell us you sent them—but don't worry, we still ask when they call.

What you win:

1. For each referral you send, you will automatically receive a **\$10 Wawa Gift Card!**
2. You are also automatically entered in the monthly drawing for an **Apple iPad 2!**



NEW Prize!!



3. For each referral we receive, we'll donate **\$5 in Your Name** to the Lacey Township Food Bank!!!

February Winner:



Congratulations to our latest Referral Contest winner **John Steffins**, who received a brand-new Apple iPad 2!



Sign Up for Contest Updates!

Visit: <http://eepurl.com/LOJB9> or Scan the code to the right



HELP WANTED

Our office expansion has created an opportunity for a Customer Service Representative to join our team. We are looking for a licensed property & casualty agent with experience in personal lines and small commercial insurance.

Please email Richard with your resume: rich@hauswirth.net.

If you know someone who you think would make a fine addition to our team, please refer them to our office. **We will make a \$500 donation in your name to the charity of your choice if we hire the person you refer.**

"Since I have walked into Hauswirth & Sons, everyone in the agency has been very nice, helpful, and with happiness, too. I have been very happy with everything they have done with and for me."

Devin P. | Forked River, NJ

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Quote of the Day → "A sense of humor is a major defense against minor troubles." - Mignon McLaughlin

February Trivia Winner:



Congratulations to **John Marotta**, the winner of a complimentary bottle of Hauswirth Cellars Sauvignon Blanc!

Last Month's Trivia Question & Answer:

Q: What was the world record for the most snow-fall in a 24-hour period?



A: 76 inches in Silver Lake, Colorado

A Not-So-Trivial Pursuit

We're trying our best to stump you in 2013!

Enjoy your St. Patrick's Day with this trivia quiz to test your Irish knowledge. It's easy—simply send your answer to the question listed below to our Trivia Coordinator, Ann Fuchilla. **There are 3 easy ways to send your answer: 1. Email ann@hauswirth.net; 2. Fax to 609-693-4935; 3. Come to our office!**

The first person to respond with a correct answer wins a bottle of our private label Hauswirth Cellars wine. The next six correct respondents will each receive a free pizza at Via Napoli Pizzeria in Forked River. **Good luck!!**

Q: In traditional Irish folklore, what occupation does a leprechaun usually have?



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