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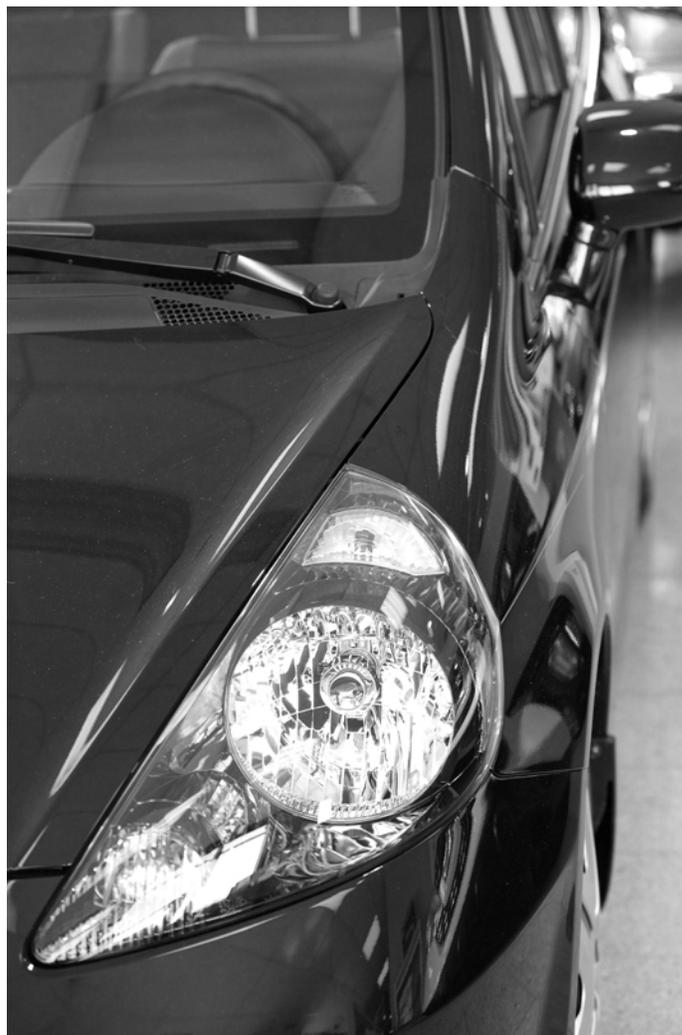
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AUTO INSURANCE CHANGES IN NEW JERSEY

Changes are afoot in the New Jersey auto insurance market. The good news is the legislative and regulatory changes put in place in the last five years have had a major positive impact on both the price and accessibility of auto insurance. These laws have decreased the cost and burden on companies seeking to operate in New Jersey and have provided a greater choice of insurers for consumers. Because of this, savings have been passed along to consumers. More insurers are entering the state and are competing with each other for a share of New Jersey's now attractive auto insurance business. Now, with the state's many drivers and busy roads, rates probably will never be as inexpensive as a rural state in the West but the market in the Garden State has improved markedly in recent years!

When these laws first were put into effect, a certain provision called take-all-comers had a sunset, or expiration date, of Jan. 1, 2009. This date is approaching. When it expires, agents and companies will have even more flexibility in the manner in which they do business. As has been shown in the past, flexibility in business has attracted companies to the state, which then compete for a share of the market. It is not yet clear what this will mean to you, the driver, but past trends have shown, it may lead to decreased rates, especially for good drivers with clean records. It is important to remember though,

as your professional independent agency, we are uniquely situated to understand the auto insurance market and any changes that come along. We will be able to shop for the best combination of rate and coverage for you, especially if more insurers enter the competition for your business.



THE IMPORTANCE OF WINDSTORM COVERAGE

The Northeast may not be quite the hurricane alley that the Gulf Coast is; but hurricanes in particular, and windstorms in general are a real threat to homeowners all along the eastern seaboard. Between expanded development and a troubling increase in damaging storms, it's a danger that shows no sign of slacking.

Inland households also are not immune to the risk, either. A middling hurricane has a good, long and broad reach, and don't forget, even a modest thunderstorm can cause significant wind damage.

Fortunately, damage from windstorms is covered by all the standard homeowners policies. Even so, there are some deductible quirks of which you should be aware. You see, insurance companies see the same trends we do. So, to reduce the effect of increased losses from natural disasters such as windstorms, many insurers have begun selling policies with a percentage deductible instead of a specified dollar amount deductible.

According to the Insurance Information Institute, the insurance industry's authoritative information source:

"With a policy that has a \$500 standard deductible, for example, the policyholder must pay the first \$500 of the claim out of pocket. But percentage deductibles are based on the home's insured value. So if a house is insured for \$100,000 and has a 2 percent deductible, the first \$2,000 of a claim must be paid out of the policyholder's pocket."

As you can see, the precise deductible language of your policy can mean a good \$1,000-plus difference in a claim. And, of course, each state regulator has issued different guidelines for windstorm damage deductibles. Be sure to check in with us. We'll help you understand the coverage you have, and make a change if you need to.

THE WEATHER OUTSIDE IS FRIGID

Roasting chestnuts, trimming trees and sleigh rides to grandmother's house—all images of a peaceful holiday season. But, with the holiday season also comes the hardships of winter—the bone-chilling wind, mind-numbing cold and, yes, upwards of 40 inches of snow in the Northeast. So, taking a minute from putting the final touches on Frosty, we have to ask ourselves: What is my disability insurance situation?

Is that a season downer, a burned-out bulb on the string of lights of life? It certainly is. The fact is, study after study shows most Americans are more prepared for their own death than the reality of disability. To attach numbers to this disaster-in-waiting, nearly 50 percent of all home



WINTER SAFETY

foreclosures are caused by unforeseen disabilities. In these financial times, toying with lack of disability insurance is not the holiday surprise your family is looking forward to.

Back injuries are among the most common injuries resulting from snow shoveling. Broken bones due to falling on the ice also tops the list of snow removal hazards. What has been looked at as a chore (or perhaps even a family outdoor event) has never been so dangerous to your financial situation.

Disability insurance protects your most important asset—your ability to earn income. Call us today and review your current long- and short-term disability insurance. Stay warm by the fire this winter because you want to, not because you have to.



DIVORCE AND INSURANCE

DO YOU KNOW THE EFFECT OF DIVORCE ON YOUR INSURANCE?

Divorce is an unfortunate reality for many people. While couples face the difficult task of separating emotionally and financially, the insurance implications of ending a marriage also must be considered.

Health insurance: When one spouse has been providing family health insurance coverage throughout the marriage, the other spouse no longer can be covered following a divorce. These individuals are eligible for COBRA, which extends employer coverage to those who have divorced, for up to 36 months. Children can be covered either by you or your ex-spouse's insurance provider, or both.

Auto insurance: Notify your agent of changes in household drivers, amount of driving that will be done and the address where a vehicle primarily will be garaged. These details may have an effect on your premium and may lead to gaps in your protection.

Life insurance: You may think your need for life insurance has lessened now that you are single. However, when children are involved, life insurance is essential to protect their future economic stability should something happen to you. Consider keeping or purchasing a policy on the parent who has the primary responsibility for raising the children. Additionally, if one spouse is providing alimony or child support, life insurance prevents a loss of income should he or she die.

Homeowners insurance: Inform your agent of a change in residence and property that is covered. Once again, gaps in protection may occur if the policy is not adjusted to the household separation.

The key to reducing your anxiety during this stressful time is communication; call us today to review your policies and determine what changes need to be made.

DON'T BE LEFT OUT IN THE COLD WHEN IT COMES TO YOUR HOLIDAY GIFTS

NEW HOLIDAY TREASURES MIGHT NEED COVERAGE

Once you unwrap all the holiday packages, it will be up to you to protect your items. Do this by updating your household inventory to include the new electronics, jewelry, sports equipment and other items you may have received. Before you send your thank-you notes, take pictures, record any serial numbers and store them both in a safe place—like a fire-proof lock box or your safe-deposit box at your bank.

Most importantly, give us a call to make sure you have the proper coverage on your homeowners or renters insurance policy. Remember some items, such as fur coats, fine art and jewelry, are not covered under a basic insurance policy with limited coverage and require a personal articles floater policy to protect your valuables, or collectibles if they are lost, damaged or stolen.

Need help with your household inventory? Want to know if you have enough coverage in your homeowners or renters insurance policy? Give us a call, we'll be happy to help.



NEWS FROM OUR AGENCY

OUR GOAL IS TO SATISFY OUR CLIENTS' INSURANCE NEEDS ON A PROFESSIONAL, COST-EFFECTIVE BASIS

Need auto, homeowners or life insurance? We'll take the time to listen to your needs and desires and find the perfect policy for you. Your total satisfaction is our number-one priority. We have built a reputation for client satisfaction, and we are devoted to keeping our reputation.

By working with our agency, you have the added benefit of working with a local agent who understands your needs. Finding the right policy is only the beginning. We will assist you every step of the way to ensure you have the right coverage at

the right price. Our agency is committed to establishing a long-term relationship with each of our clients. We provide customers with the best insurance value and service available, while maintaining the highest ethical standards and credibility with our clients, carriers and the public.

We offer you personalized, one-on-one service. We're your neighbors. We work in your community. We're there when you need us. Call our agency today if you have questions or changes to your insurance needs.