



SPOTLIGHT

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BUYER ALERT

Our annual review looks at seven personal insurance risks

You may want to add one or more of these coverages NOW



Reviews are a valuable benefit

Our thorough A-to-Z annual review of auto and home insurance coverages is a benefit that not every agent or online insurer provides. You can count on us for helpful advice on coverages and costs.

Personal Injury

There's a new problem today: risky online behavior. It can expose users to potential slander, libel and copyright infringement lawsuits. Users need to take extra care about their tweets, blogs, and e-mails. If you don't have Personal Injury coverage on your homeowner or renter policy now, we strongly encourage you to add this low-cost endorsement immediately. Especially if you have young children or teens who are super-active online.

Flood insurance

The standard Homeowner's or Renter's Policy DOES NOT cover flood damage, i.e. damage caused by rising water. For damage coverage, you need to purchase flood insurance underwritten by the National Flood Insurance Program (NFIP). We offer this program. For more info about the program: www.fema.gov.

Substitute Transportation

How do you get to work if your car is laid up due to an accident? Rental car insurance provides an answer. It pays out a set amount per rental day. On average, this benefit costs between \$15 to \$70 a year depending on the coverage selection you make.

Jewelry and Other Valuables

The standard Homeowner's Policy has limits on coverage amounts for jewelry, silver, antiques and valuable collections such as CDs, DVDs, coins, baseball cards, etc. On average, a special endorsement policy called scheduled coverage costs about \$12 a year per \$1000 of additional value covered.

Uninsured/Underinsured Motorist Protection

Because of the economic downturn, it is likely the number of drivers who are on the road has increased, and will continue to increase in the near future, despite the fact that their insurance has lapsed. This is a serious risk for you if you have an accident involving an uninsured (or an underinsured) driver.

Earthquake

Homeowner insurance policies DO NOT automatically include earthquake coverage. A quake endorsement protects against structural damage and breakage from "shaking." The cost for a house insured for \$300,000 is about \$100 a year.

Identity Theft

You can purchase Identity Fraud Insurance as an endorsement to your Homeowner's Policy. It pays you for a certain amount of expenses incurred to restore your identity, repair credit reports, and pay for reimbursable expenses. On average, this endorsement costs about \$25 a year.

For specifics on how these coverages may fit your personal program, call 781-762-6732. Or email us. Or, drop by our office at 955 Washington Street, Norwood.

Test Your Insurance I.Q.

Q. Charles, we have made plans to add an above-ground pool with a large deck area to our home this spring. Will this have an effect on our homeowner insurance?

A. Yes, there are several insurance and safety considerations. Contact us to discuss them. The typical HO policy covers your dwelling, your actual home; adjacent structures, such as a shed; your personal possessions; and liabilities. Your new pool is an adjacent structure. Adjacent structures are covered by a percentage of the insurance amount on your dwelling (often 10% of that coverage amount). If you have several "out-structures" – a garage, a workshop, a tool shed, etc., you may exceed your adjacent structure coverage limit. The bigger concern is your liability exposure. We recommend looking into increasing your liability coverage with a Personal Umbrella policy of at least \$1,000,000.

We invite you to submit questions for this regular column. Email your questions to: nzi@nziagency.com.



Behind the Scenes

By Charles Zammito, President

• RMV offers convenient online services: www.massdot.state.ma.us/rmv.

Online Registry services include driver's license and registration renewals, payment of tickets, ordering of special plates, change of address notifications, and more. New service: automatic reminder of upcoming renewal dates by e-mail or telephone (the Registry no longer mails out reminders.)

• **Power mower injuries.** Safety officials report that over 70,000 children and adults are injured by power mower accidents every year. Most frequent accident causes: trying to unclog blades by hand or with a tool; and children falling off riding mowers or out of carts towed behind.

• **Renters can save hundreds on their auto insurance!** How? With our auto-renters account discount program. If you're a renter, ask about this program. Discover the protection you can get for

your personal property and the discount you can get on your car insurance.

• **Light color cars have a lower crash rate.** A recent safety study reported by Parade magazine indicated that black cars have a 12% higher crash risk than light-color cars during daytime driving and 47% higher rate at dusk or dawn!

• **Individuals can "retire online"!** You don't have to travel to a Social Security Administration (SSA) field office to apply for a retirement or disability application. You can make out your application right from home in 15 minutes or less. The SSA offers the new online program to ease the administrative burden on its local offices. It is estimated that 10,000 Baby Boomers a day will apply for benefits in the years ahead. Check it out at www.socialsecurity.gov.

• **Yes, we offer competitively-priced business insurance!**

RISK MANAGEMENT

You don't have to be wealthy to be sued!!!

Without proper insurance coverage, you could lose your home your savings and other assets – even future earnings! Our Personal Umbrella Liability program offers “above and beyond” protection by adding substantially to the coverage provided by your existing home, car and boat insurance policies. For example, if an auto accident or a severe injury on your home premises results in a settlement that exceeds your current policy limits, your umbrella will cover the additional amount, up to the limits of the policy.



It also insures you in situations involving libel, slander or defamation of character; invasion of privacy, wrongful eviction or wrongful entry; false arrest, false detention, false imprisonment or malicious prosecution. Umbrella coverage pays for the cost of legal defense and court expenses as well as any settlement (up to the limits of your policy) that results from a judgment against you. Limits start at \$1,000,000. Depending on your situation, you may buy up to \$5,000,000 of coverage.

ZAMMITO SERVICE CORNER

Let us know about any lifestyle changes

- You have made major home improvements such as a new room, deck, swimming pool or garage.
- You are starting an in-home business.
- You've reached age 65.
- You have a new driver in the family.
- You have one less driver in the family.
- You've added new home alarm systems.
- You have a child away at college.
- You've purchased expensive jewelry, antiques, art objects, or electronics.

Each of these changes can significantly affect your insurance coverage by leaving you under-insured or over-insured. Call and update us today.

SAFETY CORNER

What is Dig Safe®?

State laws in Massachusetts, Maine, New Hampshire, Rhode Island and Vermont require anyone who digs on home or business property to notify utility companies before starting. Digging can be dangerous and costly without knowing where underground facilities are located. Dig Safe System, Inc. is a not-for-profit promoting safety and environmental quality. If you have a “dig” situation coming up or simply want more information, go to www.digsafe.com or call **888-DIG-SAFE**.



RULE OF THE ROAD

“Move over law”

Effective March 22, 2009, the “move over law” requires all drivers who approach a stationary emergency service vehicle with flashing lights to pull over to the next adjacent lane. And, if this is not possible, drivers must reduce their speed. Failure to do is considered a moving violation (which can increase your insurance premium) and the driver is also subject to a fine.

Did You Know?

“Safe Driving Act” impacts seniors



The new MA “Safe Driving Act” law stopped short of requiring road tests for seniors age 75 and over (advocated by some), but it does require in-person license renewals and an eye test. It also encourages professionals such as doctors and police to inform the Registry of Motor Vehicles about persons who they feel should not be driving by shielding them from lawsuits.

THANK YOU FOR REFERRING US TO A FRIEND!

About 60% of our new customers are the result of referrals from loyal clients like you. When you refer someone, ask him or her to mention your name when they contact us. We'd like to thank you personally!

It is understood that the publisher is not engaged in rendering legal, accounting or other professional service. If legal or other expert advice is required, the services of a professional should be sought. Insurance information is general in nature; for specific coverage provisions, review contractual policy provisions.

BUYER ALERT

Thinking about buying a new or used car?

Call and let us know. We'll make sure you have the proper coverages. If you have a loan on the car you buy, you must carry collision and comprehensive insurance. If you don't have this coverage on your old car, you are required to add it before you drive the new one. In addition, some models are more costly to insure. We can compare rates for you before you make a final buying decision.

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