

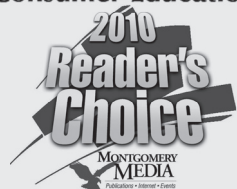
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"Best Insurance Agency"
"Best Life Insurance Agent"

"THE CIRCLE OF SAFETY" CONSUMER AWARENESS ADVISOR

For Friends and Clients of The Spencer Insurance Agency

Tip of the Month:

Barnegat Couple Left with Son's college loans gets relief!

An article on App.com's "In the Money" Section details a story about a couple who was left with major debt when their son died in a car accident at age 25. For the full article go to: <http://blogs.app.com/inthemoney/2010/08/03/barnegat-couple-left-with-sons-college-loans-get-relief/>

I mentioned this now since many parents have just completed loan applications to send their children to college. The cost of college has skyrocketed over the last decade forcing many parents to take out loans in addition to their children's Federal and State loans. If you do this, you need to make sure you know who is responsible for this debt if your child dies.

The article talks about a Barnegat, NJ couple who were stuck with loans that amounted to over \$80,000 when their son died in a car accident.

After their son's death they received a bill from the **New Jersey Higher Education Student Assistance Authority (NJHESSA) for \$81,000**. This bill amounts to \$685 a month since Ralph Grande co-signed the loan guaranteeing the payments if his son did not make them.

A spokeswoman for the authority said "*Although we are sympathetic to the difficult circumstances involved, under terms of the bond indentures that finance the NJ Class loan program, HESSA is not permitted to forgive student loans as a result of the death of a borrower.*"

When financing college tuition many par-

ents take out parent loans or co-sign state and private loans. This puts a responsibility on the parent to repay the loan if the child does not pay it no matter the reasons.

Some State and Federal programs will forgive loans that are co-signed in the event of the borrower's death; however I would make sure by calling the agency or bank that provided the loan.

There is another strategy parents can use to avoid this debt in the event their son or daughter dies. Parents should consider taking out a life insurance policy on their child to cover the debt.

The cost of a \$100,000 twenty year term policy for a 24 year old male who is in good health and a nonsmoker is under \$150 a year.

By having a \$100,000 life insurance policy on your son or daughter you would receive \$100,000 upon their death to pay off those loans. By using life insurance to pay off the loans your retirement fund or other assets are not jeopardized.

Contact us today at (215) 885-2200 for a **FREE QUOTE!** Don't let the death of a child derail your retirement.

On a positive note, the Grande's debt was reduced to \$41,000 by the lender.

In a follow up article (**In The Money August 3, 2010**) Ralph Grande said "It is \$41,000. Joan and I are going to have to cash in retirement accounts and obviously work a lot longer, but at least the burden of \$81,000 will be reduced."

Charlie J. Spencer CLU

Be sure to friend Spencer Insurance on Facebook to get valuable tips. Follow Charlie on Twitter.

News and Tips to Make Your Life Easier, Safer, and Happier...

Teen Driver Corner

By Charles J. Spencer CLU

Now that Labor Day is behind us we see a lot more activity on the roads. People are back from vacation, teachers and students are heading back to school and parents are busy driving their children to all their activities.

This is a great time to discuss with your teen drivers the rules you set up when they started driving. If you have used a Teen Driver Contract, like the one on our website www.teendriverinsurance.com/spencer then review the contract and consequences with your teen driver.

I know one of the most stressful places to drive is a parking lot, especially one at a High School. Discuss how stressful a parking lot can be with your teen driver. Distractions are the number one cause of accidents with teen drivers, so discuss the different distractions that they will face while driving with their friends.

One of my biggest concerns is cell phone use. As parents we need to take the lead on this subject. Our PA legislators cannot pass a meaningful cell phone and texting ban. I think this is a disgrace as Pennsylvania is one of a very few states not to have this legislation.

Cell phones should not be used when driving. . . PERIOD! If your teens or you need to make a call or text, pull off the road to do it. Cell phones give parents a great feeling of security knowing that their teen driver can call 911 or a parent when they need help. Make sure your teen driver knows that if you call them they do not have to pick it up immediately. You will leave a voicemail or they can pull over and call you back. The same goes for texting.

Texting while driving KILLS! Discuss this with your children and tell them the consequences if you find out they are texting or using a cell phone while driving. Also, remember to be a good example. Think for a moment about how your family will cope if you are killed while texting and driving.

Be safe and be aware! For more information on how to help your Teen Driver become a safe driver check out our website for parents of teen drivers at www.teendriverinsurance.com/spencer. Let us help you.

A Not-So-Trivia Pursuit

This month, Spencer Insurance is sponsoring a Trivia Contest and offering you a chance to win a valuable prize. Test your knowledge! Just one correct answer and you could be this month's winner.

If more than one person has the exact answer, the winner will be the person whose entry reached our office first.

Email your answer to cspencer@spencerinsurance.com, Good luck!

Question: By what name is the musical instrument called a French harp better known?

Frequently asked Questions:

Why doesn't the agency call in a claim for a client?

It is important to our agency that you receive top notch service from our agency and our companies when you file a claim.

Most of our companies prefer **Direct Loss Reporting**, meaning that the client will call them directly to report a claim. You may ask **"Why don't you do it? You are my agent."**

There are many reasons why we want you to report your claims directly to the company. Claims are handled much faster when reported directly from the client and payments to our clients happen much faster.

There is a lot of information that claim departments need from our clients. Many times we do not have the answers to some of the questions asked which delays the claim until the claim adjustor reaches the

client. Many times the client and claims adjustor play telephone tag delaying the claim.

By calling in the claim directly, our clients can answer all questions directly and often get immediate instruction on what to do next. Our client's questions are answered immediately leading to a much happier client.

We still monitor your claims. Our agency does not settle claims or assign fault for claims, however we can make sure that the process goes as smooth as possible.

If you have any questions or concerns after talking with a claim adjustor please call us. **Direct Loss Reporting** will get the claim settled faster and the money in your pocket sooner. If you have any questions on this process, give us a call.

Charles J. Spencer CLU

Need to insure your wedding or special event? Give us a call.

**Discover How to Make Your Teen A Safe Driver!
Check out this Website:
www.teendriverinsurance.com/spencer**

Were you a winner of our "Dinner for Two"?

Our agency is nothing without your loyalty and faith in us. Even if your name doesn't appear below, please accept our heartfelt "thanks" for your support. We truly appreciate it.

Our Winners:

June Rosalind Craigg

July Laura McMahon

(Who's next? Hint ... it could be you! Watch this space for the announcement. \$50 Value)

See page 4 for details on our

"Just Keep Talking 2010" Referral Program

Thank You! Thank You! Thank You! Thank You!

Thanks to all our clients who graciously referred their family, friends and associates to our agency. We build our agency on your positive comments. We couldn't do it without your help!

- | | |
|-----------------------|-------------|
| Lynette Allen-Collins | Jeff Byer |
| Mike and Liz Webb | Tim Shaw |
| Ken Gehlhaus | Tom Croke |
| Bob Simmons | Scott Baker |
| Jeff Richman | |

If your group, club or organization needs a speaker on topics of insurance call Charlie or Steve at (215) 885-2200

News from Our Clients

Client News

Send us your news about your family or business. We want to recognize our clients and their families on their achievements and news.

Agency News

The Cathy Garry Memorial Golf Tournament was held on Monday August 2nd. It was a great success and a lot of fun.

Our foursome tied for first place at 9 under par but lost in a tie breaker. It is the best my brothers in laws have played together in a long time. The weather took a break



Agency News Con't

from the hot and humid summer and delivered a pleasant day in the mid 80s with low humidity. A day away from the office playing golf for a great cause was truly a pleasure.

Spencer Insurance was pleased to donate \$5 for each referral we received from March 1st to August 2nd. We received 44 referrals and were pleased to present a check for \$220 in the name of all those who gave us a referral.

I want to thank all those who referred business to us. Your referral and donation in your name made a difference to a family with a child with cancer.

The proceeds of the Golf Tournament are being used to send a family who has a child with cancer to Walt Disney World. What a great cause, thank you for letting us help out.

There is still time to make an individual donation. Click this link to be directed to the website: <http://golfforcathy.webs.com/individualdonations.htm>

Can't reach us from 9 to 5? Check us out 24 hours a day at www.spencerinsurance.com

Email us at info@spencerinsurance.com

News and Tips to Make Your Life Easier, Safer, and Happier...

Win a New 32" LCD HDTV!

Spencer Insurance Agency's

Just Keep Talking 2010 Referral Program

That's right, the next time that you hear someone complain about their insurance, **just keep talking** and refer them to us.

For your effort, we have our 2010 Referral program. We're going to make **EVERYONE A WINNER** when they tell a friend, relative, or colleague to call us. We could give our advertising dollars to newspapers, ad agencies, etc., but we'd rather give them to you, because **YOU** are the best advertising we can get! Here's how it works....

3 Chances, 3 Prizes for YOU to WIN!

Chance

#1 Tell a friend, a colleague, a relative, an acquaintance ... whoever ... about us. When they contact us and tell us you sent them (don't worry, we ask how they heard about us):

YOU WIN: • **3 free lottery tickets**, AND
 • 1 chance to win Dinner for Two (awarded each month), AND
 • 1 chance to win the Grand Prize **32" LCD HDTV**

Chance

#2 The first week of each month we'll randomly draw from all of last month's Chance #1 qualifiers. THE WINNER will receive **Dinner for Two** at a local restaurant – a **\$50** value!

Grand Prize!

In January 2011, we'll conduct a random drawing from all entries for the Grand Prize qualified from January 1, 2010 through December 31, 2010.

• **THE GRAND PRIZE WINNER** wins the **32" LCD HDTV**

(*We reserve the right to **INCREASE** the value of the Grand Prize because you deserve it!)

For your use, we have included our referral cards. Just write your name on the card and give it to the person that you are referring. If you need more cards, just let us know and we will get them in the mail to you.

Referral Program Rules

There is no limit on the number of chances you can create for yourself. Odds of winning are entirely dependent on the quantity of qualified chances created during the contest periods.

This contest and the rewards provided are open to any human being on the planet who refers a prospect to our agency. You do NOT have to be a client to receive your free lottery tickets or to be entered for a chance to win any of the random draw prizes. You do NOT have to be present at the drawings to win the prizes.

The prospects referred do NOT have to become our client for the referring party to receive any of the rewards and/or chances in this program. We are not responsible if the law says you can't win due to age or anything else.

Start early to increase your chances!

**Can't reach us from 9 to 5, check us out 24 hours a day
at www.spencerinsurance.com**