

Insurance Update



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PERSONAL INSURANCE

Placing All Your Policies With One Company Saves \$\$

When a company writes multiple policies for the same policyholder, this allows for better pricing and coverage, the ability to pay all your bills to one company online, and increased discounts!

By writing all of your policies with Auto-Owners Insurance, we can minimize gaps in coverage and avoid claim coverage issues between insurance companies.

Also, when multiple policies, such as your home and auto, are placed with the same company, you are often eligible for

additional discounts—extra savings for you!

Below is an example of the premium and savings each time an additional policy is added with Auto-Owners. The last scenario includes coverage for automobiles, home, life and an umbrella—at a substantial cost savings on all policies. When you compare the differences, each

policy adds more value for little additional cost.

This example is for illustrative purposes only. Please contact us to discuss your possible policy savings if you place all your insurance policies with one company—Auto-Owners Insurance.

Policy	Premium
Auto Policy Only	\$1,041.03
Home Policy Only	\$1,032.30
Auto + Home Policy	\$876.03 + \$658.80 = \$1,534.83 (Saves \$538.50)
Auto + Home + Life*	\$839.18 + \$560.70 + \$66.30 = \$1,466.18 (Saves \$607.15)
Auto + Home + Life + Umbrella	\$803.90 + \$532.66 + \$66.30 + \$80.00 = \$1,482.86 (Saves \$590.47)

* Life policy is 5-year level term life insurance. Umbrella is \$1 million limit.

BILLING

Image Technology Enhances Payment Processing Efficiency

So what does this mean to you as an Auto-Owners customer?

By using a combination of ARC (accounts receivable conversion) and Check 21, Auto-Owners can process your insurance payments quicker and more accurately. The company customer service representatives are able to have more information at their fingertips. Your payment questions can be quickly answered, since the representative can see the image of your payment while on the phone.

What happens to your paper check? ARC sends only the MICR (magnetic ink character recognition) line from your check through the banking system, similar to an EFT (electronic funds transfer). The MICR line on your check has the bank routing number, your checking account number, your check number and the amount.

This system works with personal checks under \$25,000.

Check 21 uses an image of your check to clear through the banking sys-

tem. Copies of these images will be returned to you if you currently receive copies of your checks with your monthly bank statement. Business checks or personal checks over \$25,000 will be sent to the bank with a full check image for clearing.

Within 14 days, your payment should clear the banking system. Once cleared, Auto-Owners will destroy your check by shredding it.

Auto-Owners looks forward to these changes to help its customers.

LIFE INSURANCE

Purchase The Gift Of Insurability



Protecting your children's future is easy when you buy them a Simplified Issue Children's Advantage Plan Plus policy.

"The child's policy is a simplified issue product that requires NO underwriting."

The greatest gift you can give a child is the gift of insurability. The Simplified Issue Children's Advantage Plan Plus policy from Auto-Owners is a great product to satisfy a child's financial well-being at a young age and as a maturing adult.

This policy is specifically designed for children and their changing needs as they grow older. The coverage amount increases 50% automatically at both age 18 and 25 with no premium increase.

The child's policy is a simplified issue product that requires NO underwriting to be issued. As long as all

three health-related questions on the application can be answered "no," coverage is guaranteed to last to age 110.

In most states, this product has an optional annuity rider. This is an excellent opportunity to begin a college fund or retirement savings account. The annuity rider can be added at any

time, has no surrender charges, and earns a guaranteed 3% interest rate.

Purchasing a life insurance policy for a child is necessary when you're planning for his future. Three great reasons to buy now are: 1, The younger the insured is, the lower the cost; 2, You are guaranteeing insurability for the

child's entire life; and 3, You are providing an opportunity to save for his future. Call us or stop by our office to learn more!



BUSINESS INSURANCE

The Value Of Garage Coverage Packages

Auto-Owners offers several coverage packages that are now available in the standard and Premier Garage programs. Many of the coverages or coverage enhancements are available only through one of its packages. Here are a few examples:

Broad Form Products: This is available in the Garage Liability Coverage Package. The policy **exclusion** relating to property damage to any of your products, if such property damage results from a condition existing in the product or part at the time it is

released to the purchaser, is removed.

Broad Form Completed Operations: Also available in the Garage Liability Coverage Package. The policy **exclusion** relating to property damage to work performed by you or on your behalf, arising out of the work or any portion of the work, or out of materials, parts or equipment furnished, is removed.

Auto Dealer Repair Reimbursement: The enhancement is available in the Dealer's Blanket Coverage Package. This package offers the ability to choose 80%, 90% or 100% reimbursement

of the retail price for parts and labor when you repair your covered automobiles. Without the coverage package, Auto-Owners will pay 60% reimbursement of the retail price for furnished parts and labor. Dealers who do not furnish parts and labor to repair the owned automobiles in the event of a loss will be subject to actual cash value.

We encourage you to ask about adding one or more of the coverage packages to your policy. It is important to note that coverage may vary by state. For more information, contact our office.



Adding one of several coverage packages to your garage policy with Auto-Owners allows you to capitalize on some of the coverage enhancements that are available. Call us today to ask us about these coverages!