

INSURANCE UPDATE

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Auto-Owners
INSURANCE

LIFE • HOME • CAR • BUSINESS



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Consider a Life Policy to Fund a Charitable Gift

Are there any charities that have a special meaning to you, your family or your friends? Do you ever feel as though you would like to support an organization that makes an impact?

Life insurance can be a great way to give back to these institutions to show your support. This charitable contribution can be given to numerous organizations, such as nonprofits, churches, colleges, charities, clubs and private foundations. There are many benefits to having either an Auto-Owners Insurance Single Pay Whole Life or Ten Pay Whole Life policy, in part because they can be used for this type of funding. You will be making a one-time payment to have the premium paid in full, or payments for 10 years, to cover the entire life of the policy.

By doing this, it will be creating a gift for your organization and the money they receive will be a greater contribution than the premiums paid into the policy. It may also qualify as a tax deduction for the premiums paid and a reduction in the size of your taxable estate.

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Developing Safe Drivers

Do your business operations include employees who drive? If so, their daily job includes sharing the road with other drivers; many of whom are pairing driving with another activity such as texting, eating and drinking, or adjusting the stereo, entertainment or navigation system.

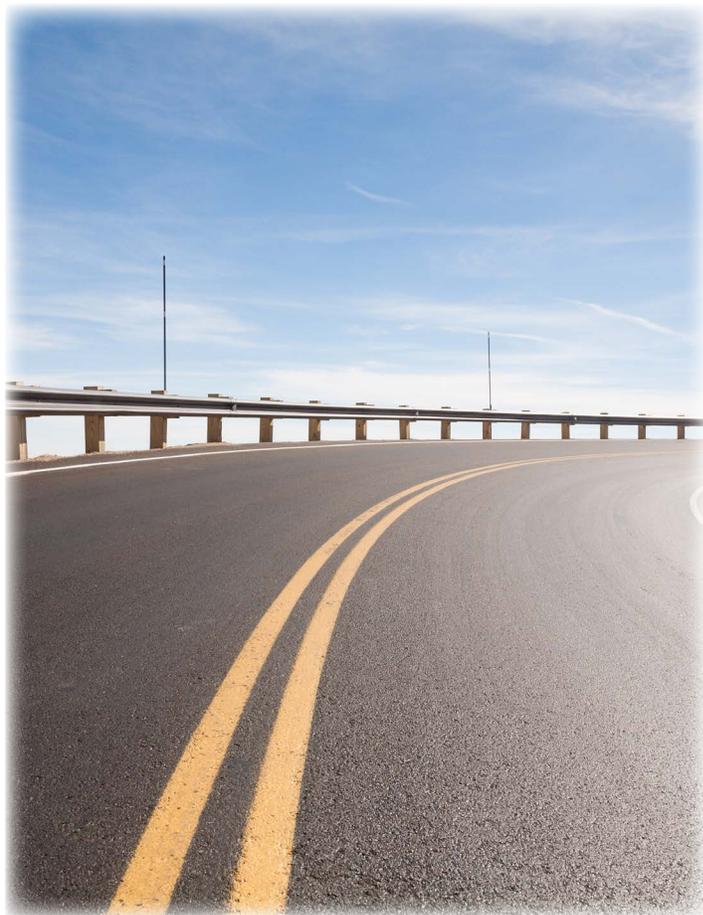
According to the National Highway Traffic Safety Administration, 80% of accidents and 16% of highway deaths are the result of distracted drivers. Additionally, the National Safety Council reports that every seven seconds someone is injured in a car crash, and every 15 minutes someone is killed.

As an employer you absorb costs associated with these crashes, whether in actual damages to a business-owned vehicle, lost man hours, or increased operating costs. One way you can protect your employees and your business is by implementing driver training.

A defensive driving program is an excellent way to mitigate the impact of distracted driving claims. Defensive driving encourages the driver to always be on guard against possible collisions by using the following defensive driving techniques:

1. Driver Awareness – being vigilant to the lack of driving skills, distracted driving, or improper driving techniques of others
2. Weather and Road Awareness – changing driving practices to account for the weather, road or traffic conditions
3. Awareness of Surroundings – being aware of pedestrians or other objects coming from outside of the road
4. Situational Awareness – being aware of situations, such as merging or driving into the sun, which could lead to additional collision exposures
5. Distracted Driving Awareness – teaching tips to avoid distracted driving

You can find helpful resources to assist in creating your own driver training programs at www.nsc.org/learn/NSC-Initiatives/Pages/distracted-driving-for-employers.aspx.



Charitable Gift CONTINUED

Upon your death, the benefit will be paid directly to the charity named as the beneficiary, and this legacy will live on after you are gone. It may also avoid having to go through any complications of probate or estate settlement.

In order for this to be considered as a charitable contribution, the foundation generally needs to be the owner and the beneficiary on the policy. You, the insured, will pay the policy's premiums. Another option is to make the charity the beneficiary of an existing policy if there is no longer a need to support a partner or family member.

Charitable giving is "giving without receiving!" By helping these organizations that offer assistance to others, you can leave a legacy that will change the lives of many.

Contact our agency for more details!

Protect Your Assets with a Personal Umbrella Policy

Even though you have insurance that protects your automobiles, your home or your “toys” (boats, motorcycles and seasonal locations), do you have insurance that protects your assets? Is protecting your family’s financial assets a priority for you?

Auto-Owners Insurance can help protect your assets with a personal umbrella policy.

WHAT IS A PERSONAL UMBRELLA POLICY?

A personal umbrella policy provides additional liability limits above your personal auto, homeowners and watercraft policies. It protects your assets from a liability suit and from paying out of pocket if there were a catastrophic liability claim. It also provides defense coverage, and in some cases may provide coverage when your other policies do not.

CLAIMS EXAMPLES

Here are two examples how a personal umbrella policy may help you:

Automobile: You are involved in an accident with another automobile where the passenger in the other vehicle sustained major injuries. You could be sued for \$2 million in medical bills.

Social Media: Your teenager writes something on a social media site about another person in their school. The other teen’s parents sue for \$3 million, because they feel the remarks are defaming and disparaging.

In both cases, your primary policy may pay on average only \$250 - \$500K, leaving the additional burden to you and your family. A personal umbrella can help ease that burden.

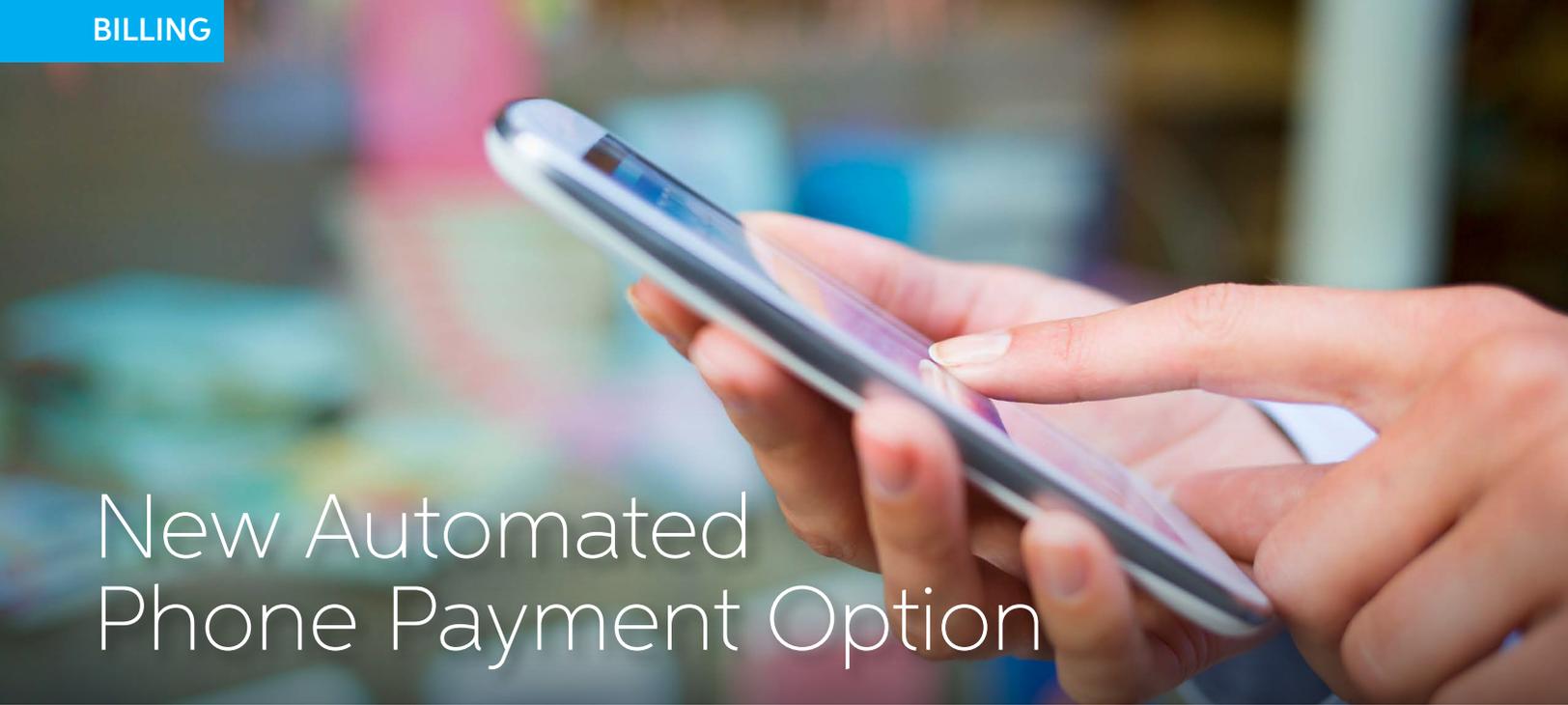
WHAT IS THE COST FOR A PERSONAL UMBRELLA POLICY, AND ARE THERE ANY DISCOUNTS?

A personal umbrella policy is affordable. If you have only one automobile and one home, \$1 million in coverage may cost just \$150 to \$200 a year. Additional automobiles, recreational vehicles, watercraft and additional liability limits would cause the premium to increase.

We all love lower premiums and there is a way for you to save money with multi-policy discounts. When you insure your automobiles and home with Auto-Owners Insurance, you will receive a discount on your personal umbrella policy. Conversely, a personal umbrella policy will give you a discount on your automobile and homeowners policies.

Contact our agency for more information regarding an Auto-Owners Insurance personal umbrella policy and how it will help protect you and your family.





New Automated Phone Payment Option

Auto-Owners now offers an automated phone payment system, available for credit card payments, 24 hours a day, seven days a week. This touch-tone system offers English and Spanish language options, and there is no fee for using the service!

You can make a credit card payment on your active account in a few easy steps. Call Auto-Owners at **800.288.8740, option 3**, to connect to the automated phone payment system.

You will be prompted to enter the following information:

- Your nine-digit billing account number and billing ZIP code
- The amount you'd like to pay
- Your credit card information

VISA, Mastercard, Discover and American Express are accepted by Auto-Owners.

If you prefer to set up automatic payments, you can either speak to a billing representative to assist in setting this up, or you can manage your account online at www.auto-owners.com.

Billing account service representatives are also available at 800.288.8740 to service your call from 8 a.m. to 6 p.m. (EST), Monday-Friday. Payments processed by a billing representative are subject to a convenience fee.

When it comes time to pay your Auto-Owners bill, remember that this new automated phone payment option is now available!