

BUSINESS PERSONAL
FINANCIAL



September 2017

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It's Back To School Time

By: Anita Munno, CISR, ACSR

Back to school is always a great time to review your insurance, especially if you have new teen drivers or if your children are going off to college. Once your teen gets their newly minted driver's license, insurance companies require that the new driver is added to your policy. The same is true for all licensed drivers in your household, not just teens—if they are licensed, they need to be on your policy. If a driver isn't listed, you will have added complications if they have an accident or other claim.

If your son or daughter is going off to college this fall, you may be eligible for a credit on your auto policy. Most companies will lower your premium for your student while they living over 100 miles away from home at school without a car. This credit applies even when they come home for breaks or for the summer, throughout their college career. If your student takes a car to school, let us know this as well.

Another cost saver on auto insurance is the Good Student credit. If your high school/college student has a B grade point average or above, your company will reward you with a credit. All we need is a copy of the student's most recent report card or transcript.

Many college students will move into a dorm or an apartment. There are insurance ramifications for both options. If the student lives in a dorm, then your homeowners policy will usually cover their personal property automatically (this is true since they are still members of your household). The coverage limit is usually 10% of the contents or personal property limit on your policy. So, if your limit is \$100,000, then the student would have \$10,000 of property coverage while living in the dorm. Some insurance companies have endorsements for adding personal property coverage for students living in the dorm. Call us to be sure your student's property in the dorm is covered correctly.

If your student is living off-campus in an apartment that either you or the student is leasing, it is imperative that a renter's policy is in place to protect the personal property and also the personal liability of those named on the lease. In most cases, if an apartment is leased, there is no automatic coverage for property or liability under a parent's homeowners policy.

Please contact our office for all of your personal insurance questions and concerns—we are here for you.

Anita Munno Earns ACSR Designation



Congratulations to **Anita Munno** who recently earned the Accredited Customer Service Representative (ACSR) designation, focusing on the Personal Lines track. The ACSR designation program provides practical and relevant customer service skills and technical knowledge.

Anita, DDM Personal Lines Manager, has been with the agency since 1989 and has previously earned the Certified Insurance Service Representative (CISR) designation. We are proud of her commitment to excellence and professionalism in customer service.

Commercial Lines News

By: Stephen J. Deadrick, CLU, CIC

Winter Weather is a ways off, but we want to remind our clients involved with any snow and/or ice removal to call us and make sure you are properly covered. Many of our insurance carriers exclude coverage for snow and ice removal. The exclusion may be removed, subject to answering some underwriting questions and an additional payment of premium. Please call us to make sure you are covered properly.

Most Commercial Auto Carriers require five years of driving experience for all employees who will operate an insured vehicle. If you are anticipating the hire of someone with less than five years of driving experience, please contact our office as to discuss the situation before you hire.

Superior customer service has always been our main goal. We've worked extremely hard to make sure that your certificate of insurance requests are acted on quickly. Much of our success has been due to the tireless efforts of Rebecca (Becky) Baxley, one of our CSRs. Becky has been on extended medical leave since March, and we are working to fill the gap and continue the great service that you expect. We wish Becky a rapid recovery and want to get her back with us quickly. In the meantime, please bear with us as we work to restructure our department during her absence.

Health Insurance News

By: Jack Rogers, Jr.

Open Enrollment

It's almost here -- open enrollment for group health insurance for companies located in Maryland, Washington, DC, and Virginia is scheduled from 15 November – 15 December, for an effective date of 1 January 2018.

Your companies must have the following to be eligible for group health insurance during open enrollment:

1: At least two full-time employees; 2: No owners-only enrollment; And 3: No husband and wife only enrollment.

We look forward to providing you service, information, and assisting you to find the most affordable group health insurance for your company.

We can provide group insurance quotes for Life, Dental, and Disability insurance, too.

Carefirst Policies

Carefirst has advised us that they will no longer be working with independent agents for their individual health product in Maryland effective 1 January 2018. As a result, we will not have the ability to write new coverage or service existing contracts as of that date.

We do want to help you get answers to your questions. Call us, and we will forward you to the appropriate Carefirst representative.

We are researching other carriers who provide individual coverage, but the options are limited.

Carefirst will continue to work with independent agents in Maryland for all group products. We will still be offering new group coverages and servicing our existing employer sponsored group accounts.

We will advise you on your options as best we can. As always, call us!

WELCOME NEW CLIENTS

15th Street AUCE LLC
5205 – 46th Ave LLC
713 Consulting LLC
Advanced Lighting Systems, Inc.
AUIT Solutions LLC
Bruno's Classic Muscle LLC
CardioCare LLC
Car Corp of Maryland Inc.
Richard and Daphne Ceccone
C&D Commercial Services
Colonel Enterprises Inc.
Reginald Daniel
Charles Dewald
Dmart Inc.
DMV Concrete Pumping LLC
Expert Welding & Co.
Fox's Firearms LLC
GE Beard Plumbing
William Greer
GT Contracting LLC
Robert Halliday
William Halliday
Imagine Systems Inc.
Jimney's Chimneys Inc.
Russell Kaplan
Sara Kushner
Logan Automotive
MD JDM Motors Inc.
Mitchell Banks PC
Naptown Lacrosse Club LLC
On Stage America Inc.
Justin Parker
Pear Tree Center Corp.
Pierce Home Improvement
RDA Engineering Co. Inc.
Odette Rodney
Safety First Electrical
Security Auto & Truck Inc.
Stauffer's Auto Services
Uhuru Quilters Guild

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License Plate Recognition is helping insurers catch fraud

Insurance carriers are tracking data on their autos insured 24 hours a day, seven days a week.

About 75% of all US license plates are being tagged and tracked by more than 2,000 car-mounted license plate readers, circling the country's streets non-stop, all day, every day, taking photographs of license plates on streets and in publicly-visible driveways, using license plate-recognition technology.

Accessing the photographs and data is allowing insurers to combat fraud, and keep a watchful eye on their premiums.

Source:
Insurancebusinessmag.com

Flood Exclusion Reminder

DDM Insurance wants to remind you of this coverage exclusion under all homeowner's and commercial property policies: flood damage is not covered.

****ONLY FLOOD INSURANCE WILL COVER YOUR LOSSES IN THE EVENT OF FLOODING OR RISING WATER.****

Flood insurance is the best way to protect you before a flood hits. Don't wait until it's too late – call us for a free quote.

Financial Service News

How much life insurance does a stay-at-home parent need?



Financial experts normally recommend that you purchase life insurance equal to 5 – 20 times your annual income. What happens if you are a full-time stay-at-home parent and have no income? Salary.com recently did a survey and looked at the value of a stay-at-home mom in 2016. (Sorry dads - you were not included in this survey.) Services performed by a typical homemaker such as a housekeeper, child care, chauffeur, etc., were

looked at in the survey. The survey determined that it would cost about \$143,000 (in 2016) if all of these jobs had to be outsourced.

It is extremely important to protect the income earning power of household wage earners with life insurance. Please do not forget that full-time stay-at-home parents have a monetary value to the family that needs to be protected.

It only takes a few minutes of your time to contact us and get quotes on inexpensive term life insurance.



We are proud of our professional staff and invite you to call us.

PERSONAL LINES DEPARTMENT

Anita Munno, CISR, ACSR, Manager	x 25
Wendy Parsons	x 26
Cheryl Hoyle	x 23

COMMERCIAL LINES DEPARTMENT

Kelly Donaldson, AAI, CIC, Manager	x 28
Rebecca Baxley	x 20
Cindy Clark, CLCS, CISR, CIC	x 29
Whitney Donaldson, ACSR, CRIS	x 34
Cheryl L. Giering, CISR, CIC, CRM	x 33
Joan Guyther, CPCU	x 27
Christina Whiteman	x 30

FINANCIAL SERVICES DEPARTMENT

Scott R. Werber, LUTCF, RHU, CBC	x 16
Jack Rogers, Jr.	x 36

SALES AND MARKETING

Stephen J. Deadrick, CLU, CIC	x 17
James Day, CIC	x 15
Charles Day	x 24
Matt Deadrick, CIC	x 13
Darrell Diehl	x 18

ACCOUNTING AND ADMINISTRATION

Caroline Day Scruggs, AAI, CIC	x 14
Lenora Rood	x 10

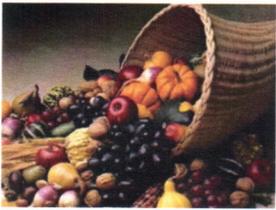


At Day, Deadrick & Marshall, we value our clients, and we are committed to understanding their needs by counseling them with sound products and personalized insurance and financial solutions.

As a team, we strive to provide exceptional, professional service to our clients, and we are dedicated to offering growth and opportunity for our associates and for our agency.

Effective 1 July, drivers are required to possess, or carry in their automobile, a current motor vehicle insurance identification card issued by their insurance company. The card may be in paper or plastic form or in an electronic format. A person who violates this law can be fined \$50. More information can be found at <http://www.mva.maryland.gov>.

DDM Insurance will be closed on Thursday and Friday, 23 – 24 November to celebrate Thanksgiving.



DAY, DEADRICK & MARSHALL
QUARTERLY is published as a service to our readers. Any information contained in this newsletter should not be construed as an insurance contract. We urge you to read your policies carefully to determine your coverages. Please direct questions or comments to:
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