

THE ADVISOR

The official newsletter for Deland, Gibson customers and friends

Volume 4, Issue 2

Dear Valued Customer,



Charles W. Gibson
President

As the warm weather returns to New England, many of us will be getting busier with landscaping projects, social obligations and leisure activities. While beautifying your yard, attending cookouts, enjoying ball games, or playing golf, do yourself a favor and make sure your insurance house is in order.

In this issue of The Advisor, there are several articles concerning issues you should address to protect yourself, your family and your assets. One of those articles is about the revision of building codes and how insurance policies might not cover all of the replacement costs for residential and commercial structures that do not meet local rules and regulations. As a result, you could take a serious financial hit when repairing or replacing a damaged building.

Our Ask The Agent question focuses on long-term care insurance and why purchasing such coverage is important for people that are financially secure. Without long-term care insurance, people can quickly lose their savings and assets to pay for healthcare, especially if the costs are not covered by Medicare or Medicaid.

Another article deals with the increasing problem of identity theft and what consumers can do to protect their information and detect if they have been victimized. The Federal Trade Commission makes several recommendations for safeguarding data that people can easily implement.

In addition, this issue of The Advisor has tips on extinguishing grease fires, an article on jet skis and renting them on vacation, and other news you can use. Please remember to play our Newsletter Challenge for a chance to win a gas card.

If you have any questions about the material we cover in The Advisor, you are encouraged to contact me or your agent. Also, we want to know what topics or issues you would like us to cover in future editions.

Enjoy the warmth and take some time to smell the flowers.

Sincerely,
Charles W. Gibson
President

ENSURE YOUR STRUCTURES MEET LOCAL CODES

Because authorities update ordinances and bylaws on a regular basis, commercial and residential structures can fall out of building code compliance unbeknownst to the owners. It is highly probable many buildings constructed more than 10 years ago do not meet code, and some built as recently as five or six years ago might be out of compliance.

If buildings are out of compliance and damaged, owners could face significant out-of-pocket expenses because standard unendorsed policies cover only a limited amount of the costs it takes to bring structures up to code.

However, property owners can protect themselves against such losses by purchasing an Ordinance and Law endorsement for their insurance policies.

Ask your agent about your policy's coverage limitations and the steps you must take to protect yourself from a crippling out-of-pocket expense.

Call us today at 781.237.1515 to go over your options.





Identity theft is on the rise

Identity theft increased by 22 percent in the past year, victimizing 9.9 million adults, according to the Javelin Strategy & Research service. While the number of victims went up, the cost per incident decreased because people reported the crimes much sooner than in the past.

The Federal Trade Commission gives tips to safeguard your information if you:

- Shred financial documents and paperwork that contain personal information.
- Don't carry your Social Security card in your wallet or write your Social Security number on a check. Give out the number only if absolutely necessary or ask to use another identifier.
- Don't give out personal information on the telephone, through the mail or over the Internet unless you know who you are dealing with – do not simply rely on Caller ID to verify the caller, since some criminals have figured out a way to manipulate phone numbers to appear like they are calling from your bank or credit card company.
- Never click on links sent in unsolicited e-mails; instead, type in a Web address you know. Use firewalls, anti-spy ware, and anti-virus software to protect your home computer and keep them up-to-date.
- Don't use an obvious password such as your birth date, your mother's maiden name or the last four digits of your Social Security number.
- Keep your personal information in a secure place at home, especially if you have roommates, employ outside help or are having work done in your house.

To detect suspicious activity:

- Routinely monitor your financial accounts and billing statements.
- Be alert to signs that require immediate attention, including bills that do not arrive as expected; unexpected credit cards or account statements; denials of credit for no apparent reason; and inquiries about purchases you did not make.
- Inspect your credit report, which contains information such as what charge accounts you have and your bill paying history. Visit www.AnnualCreditReport.com or call 877.322.8228 to order your free credit report. Review financial accounts and billing statements regularly, looking for charges you did not make.

To defend against identity theft:

- Close any accounts that have been tampered with or established fraudulently.
- Call the security or fraud departments of each company where an account was opened or changed without your approval. Follow up in writing, with copies of supporting documents.
- Use the identity theft affidavit at ftc.gov/idtheft to support your written statement.
- Ask for verification that the disputed account has been closed and the fraudulent debts discharged.
- Keep copies of documents and records of your conversations about the theft.
- File a report with law enforcement officials to help you with creditors who may want proof of the crime.
- Report the theft to the Federal Trade Commission. You can do that by calling 877.438.4338 or going online to www.ftc.gov/idtheft.



DON'T DAMPEN YOUR SUMMER FUN ON JET SKIS

When you rent or operate a jet ski, probably the last thing on your mind is if you have insurance.

While jet skis represent only about 10% of all watercraft, they cause well over 50% of all watercraft injuries. Since they are, in fact, classified as inboard watercraft, they are not covered under a homeowners policy for accidents. So, if you rent jet skis, always purchase the insurance offered by the rental facility. If you own jet skis, you need to purchase a policy. The price of insuring a jet ski varies depending on engine power and value. Your insurance costs will typically be higher for a jet ski with more than 500 cc. You may also obtain insurance for medical payments in the event you are hurt in an accident. Coverage for your trailer can be added to the policy.

ASK THE AGENT

Q. Should I purchase a Long-Term Care insurance policy?

A. Long-term care insurance is an asset that you want to give serious consideration to add to your portfolio. If you are on the fence about taking out a policy and you have adult children, talk to them before making a decision. They will probably be your caregivers in your later years. When money is an issue, they could be willing to help pay for coverage.

People with significant assets must remember they might be ineligible for Medicaid benefits. This means long-term care insurance is a logical choice to meet medical costs. This will enable you to preserve your resources for a grandchild's education or for an inheritance to your heirs.

In addition, Medicare does not cover many long-term care costs such as nursing home expenses. Medicare is the government program that provides benefits to individuals when their incomes and assets are low enough. Long-term care insurance allows people with modest to affluent means to maintain and pass on estates to their heirs. To learn more about this important coverage, contact our office at 781.237.1515 or go to our Web site at www.delandgibson.com.

If you have any questions or need more information, email info@delandgibson.com.



The odds that you will be a caregiver or that you will need long-term health care are pretty high. If you think you do not have to face the issue of long-term care, consider that:

- About 44.4 million Americans, or 21 percent of the adult population, act as caregivers.
- An estimated 17 percent, or 18.5 million, households in the U.S. contain at least one caregiver that looks after someone age 50 or older.
- Of all caregivers, 83 percent are related to their care recipients.
- The majority, 61 percent, of caregivers is female, and at least 20 hours per week is spent providing care.
- The average age of all care recipients older than 50 is 75.
- 55% of care recipients live in their own homes.
- More than nine out of 10 care recipients age 50 or older take prescription medication.

CANADIAN IDENTITY CARDS

If you are planning to drive to Canada, please call us to avoid any problems should you get into an accident there. We will help you obtain Canadian identity cards that show proof of automobile insurance. You are not required to carry the cards, but we urge you to do so. You can reach us at 781.237.1515 or www.delandgibson.com.



HOW TO PUT OUT A GREASE FIRE

Would you know what to do if a grease fire erupted while you're cooking dinner? If a pan bursts into

flames, grab an oven mitt and put a snug-fitting lid over the pan. To prevent the flames from spreading, place the lid on the

pan, do not plop it on. If you don't have a tight-fitting lid, the National Fire Protection Association recommends using a large baking sheet. After the flames are covered, turn off the heat source and move the pan to a cool burner.

Do not put a flame engulfed pan in the sink; do not cover it with a wet cloth; do not throw salt on the fire. If the fire spreads, evacuate the house and call the fire department.

OUR AGENCY REALLY COOKS

Are you running out of meal ideas? Looking for some delicious recipes to wow your family or fiancé?

Then grab a copy of our cookbook, which is chock full of recipes from our employees and customers. Copies are available at Deland, Gibson Insurance, 36 Washington St., Wellesley Hills. In addition, you can access the recipes on our Web site – www.delandgibson.com. *Bon appetite!*

36 Washington Street
Wellesley Hills, MA 02481
P 781.237.1515
www.delandgibson.com

Faxes:

Personal Lines 781.237.4903
Commercial Lines 781.237.1805
Claims 781.237.4160

Office Hours:

Monday-Friday • 8am - 4:30pm

Memorial Day to Labor Day:

Monday-Thursday 8am to 4:30pm
Friday-8am to 3:30pm



ARE YOU UP TO THE CHALLENGE?

Take part in the Deland, Gibson Newsletter Challenge. If you are one of the first four customers to e-mail the correct answers to five questions to info@delandgibson.com, you will **win a \$25 gas card**. The questions are based on information in the winter edition of The Advisor. The questions are:

1. How much does the Registry of Motor Vehicles charge to reinstate licenses?
2. What companies were added to Deland, Gibson's list of automobile insurance carriers?
3. What is the percentage of energy you can save by shutting off all electronics?
4. Name the Deland, Gibson employee who participated as a volunteer at The Hole in The Wall Gang Camp fundraising gala?
5. What is the telephone number to call to find the nearest drop-off location to recycle packing peanuts?

Congratulations to the first set of challenge winners.

TAKE NOTE OF ADDRESS CHANGE

We have changed our Web site and e-mail addresses, dropping the "ins" from both. If you have e-mailed an item to our old address, we will still receive it, but make sure you go into your address book and make the appropriate change. Thanks for your cooperation.

www.delandgibson.com

AIG
Andover Companies
Commerce
Norfolk & Dedham
OneBeacon
Plymouth Rock
Quincy Mutual
Travelers
Vermont Mutual

Deland, Gibson provides coverage from the majority of the top Massachusetts auto insurance companies:

IN THIS ISSUE

Letter from Charles W. Gibson • Ensure your structures meet local codes • Identity theft is on the rise • Don't Dampen Your Summer Fun on Jet Skis • Ask the Agent • Canadian identity cards • How to put out a grease fire • Our agency really cooks • Are you up to the challenge?

DELAND GIBSON
INSURANCE ASSOCIATES, INC.
36 Washington Street
Wellesley Hills, MA 02481



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Boston MA