

Stan Dreckman & Ruby present:

January 2011

# The Insurance Safety Advisor

## Consumer Awareness Advisor and Insurance Education Advocate

For Friends & Clients of **Huggins/Dreckman Insurance Agency, Inc.**  
and **DRIVE RIGHT Insurance Services, Inc.**

12535 Seal Beach Blvd, Seal Beach CA 90740 [www.hdinsure.com](http://www.hdinsure.com) CA DOI # 0212199

### How to Safeguard Your "Sentimentals"

Insurance provides you with coverage you need to replace nearly everything you own and protect everything you care about ... except those keepsakes we label as being of "sentimental value."

Yes, you can recover their money value through specific insurance amendments, but the **emotional** attachment to family heirlooms – photographs, letters, books, jewelry, furniture etc – isn't replaceable.

To protect smaller items, store them in a bank safety deposit box or a waterproof, fireproof home safe that can't be moved and that has a high security rating. If you don't like the idea of their being out of sight, make copies of documents & have replicas made of your jewelry.

Larger items like furniture are a bigger challenge. If you can afford it, you can have replicas made (or again take photos) and put the originals in fireproof storage. At the very least, position them where they're secure but least easily damaged and most easily rescued. Call us if you have any protection questions.

### Insurance Corner

**Insure Your Family's Survival:**

**\$250,000 Life Insurance**

**20-Year Term, Level Premium:**

Age **45**, in good health, as low as

**Male – \$29 a month**

**Female – \$24 a month**

**Don't Be "That Guy".**

**Protect Your Family!**

**Call Stan Today: 562-594-6541x15**

**Get Your Life Insurance in Order!**

### Happy New Year 2011!

### Disability Insurance – Not a Small Thing!

For a smallish word "disability" is a big issue - bigger than you might think. In the sense of being seriously affected by a congenital disorder, accidental injury or illness, over 51 million Americans are classified as disabled at any one time.

Not surprising then that disability insurance is also a big issue - something that can make all the difference in coping with the effects of incapacity.

The front line of support comes in the form of Government-sponsored disability payments. There are two types: Social Security Disability Insurance, which pays benefits to you and certain members of your family if you are "insured," meaning that you worked long enough and paid Social Security taxes; and Supplemental Security Income, which pays benefits based on financial need. (For more details on these, contact your local Social Security office or visit [www.ssa.gov/disability/](http://www.ssa.gov/disability/)).

- \* A disabling injury occurs every second
- \* 3 in 10 workers entering the work force today will suffer a disabling injury
- \* Over 6.8 million workers receive Social Service Disability & half are under 50



Some states also operate their own disability coverage programs and, of course, so do some employers.

You can also take out individual disability insurance policies, either to protect yourself or, if you're in business, coverage that provides support if a key person suddenly becomes incapacitated. If you're self-employed, not entitled to Government or company coverage, or concerned about the risks of long term disability, this is definitely something to consider.

The scope and cost of individual disability insurance policies varies a lot, and it's important to get the coverage that precisely meets your needs both now and in the future.

For example: A policy may cover a fixed period or a life time of benefits; it may define disability according to your present job or an ability to work at all; the payout may be fixed or increased for cost-of-living changes; it may cover only a percentage of your earnings; it may only cover disability caused through accident; or it may allow you to work part time during recuperation and still get benefits.

Premiums depend on all of these factors, plus your current age, state of health and maybe the risks associated with the kind of job you do. If you'd like to know more about disability insurance, please contact Stan.

### Additional Discounts Available to YOU:

**New Insurance Discounts are coming in bunches! Car insurance clients:**

There are discounts if you have a 4-year college degree or work in certain job sectors, and many insurers are offering more mileage-based discounts than ever before! Call us; you will likely qualify for one of these new discounts!

## Did You Know that We Provide Our Clients . . .

### Personal Insurance

- \* Homeowner's Insurance
- \* Auto & Motorcycle Insurance
- \* Rental Property Insurance
- \* Condo Homeowner's Insurance
- \* Renters Insurance
- \* Personal Umbrella Insurance
- \* Recreational Vehicles

### Business Insurance

- \* Investment Property Insurance
- \* Apartment House Protection
- \* Shopping Center Protection
- \* Business Insurance Systems: Property, Liability, Workers' Compensation, Umbrella, Auto, Management & Privacy Liability
- \* Earthquake / Flood / Landslide

### Life Insurance/Benefits

- \* Life Insurance: Term, Whole Life, Universal Life Products
- \* Long Term Care
- \* Group & Individual Health Plans
- \* AFLAC Supplemental Health Plan

## Is Your Building Insured to Replace It? Really?

Building Replacement Cost features of a Business or Apartment policy may fall short of paying for the additional costs resulting from a major loss. Damage crossing the threshold of "major" often creates a constructive total loss scenario of the building; however, commercial property policies only pay to repair or replace the damaged property back to the condition that existed prior to the loss.

No coverage exists in an unendorsed policy to pay (1) the loss in value of the undamaged portion of the building which is no longer useable, (2) the cost to tear down and remove the undamaged portion of the building, and (3) the additional reconstruction costs to for changes to the structure resulting from current building codes. **Ordinance or Law coverage**, endorsed to a commercial building policy, provides additional funds for these expenses, which would otherwise be paid by you. The endorsement's three coverage parts close this coverage gap:

• **Coverage A - Loss to the Undamaged Portion of the Building**: The remaining portion of the building cannot be used due to application of the local building code; this coverage part pays that loss of value;

• **Coverage B - Demolition Cost**: Once the undamaged portion of the building has been torn down it must be removed from the site. Coverage B pays the cost to tear down and remove the undamaged part of the building; and

• **Coverage C - Increased Cost of Construction**: All buildings must be built in compliance with current building codes. Buildings that suffer major damage are no exception. Replacement cost coverage only pays to put back what was there prior to the loss; this coverage part pays the additional cost necessary to bring the building into full compliance with current building codes.

Most commercial properties over 7 years old fail to meet current building codes. Major damage triggering the application of building codes & ordinances has the potential to cost you a large amount of out of pocket expense if the ordinance coverage is not purchased; and the older the building is, the more expensive this gap in coverage (and the likelihood that this coverage may not even be available).

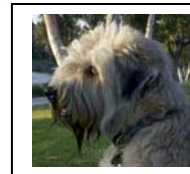
**The good news:** Many policies have sub-limits built into the policy that offer a limited amount of ordinance coverage, but these limits can vary widely from company to company. AND, if you own an older building, you may not have any building ordinance coverage at all. In either event, we urge you to read your policy or call us to determine how much building ordinance protection you have, if any. Call us if you wish to determine your level of Replacement Cost! [This overview is an abridged & edited version of an article written by Chris Boggs for the *Insurance Journal*]

## XactPay™: a Workers' Comp Billing Solution

What is it? XactPay is Hartford's Workers' Comp premium payment system, calculated on your real-time payroll amounts. You can choose to submit your payroll on a weekly, bi-weekly, monthly, or bi-monthly basis. The system then allows The Hartford to automatically withdraw the premium from your designated bank account.

Here's how you will benefit:

1. Reduces workers' comp premium down payments
2. Helps in managing cash flow
3. Billing charges become obsolete
4. Your premium is based on actual, real-time payroll, for accurate payments.
5. You don't need to change accounting systems, so call us about XactPay.



**Ruby says,  
Know What is  
Covered Before  
You Have a Claim**

**Get Started  
Today!**

Send an email to  
[Ruby@hdinsure.com](mailto:Ruby@hdinsure.com)  
For your insurance  
coverage review!



**Ruby wants  
you to be  
protected;  
complete  
your review  
today!**

**Call Us Today for a**

**FREE Insurance Review**

**for your**

**Personal Insurance**

**Apartment Building**

**Business Insurance**

Let us help you determine your largest discounts, uncover your risk exposures, and show you the best way to treat them. Call us Today at 562-594-6541 x15 Stan

## Ruby Asks You About Long Term Care:

**"WhatchYa Gonna Do When Father Time Comes for YOU?"**

I can tell you, from experience, that either waiting too long to buy it, or not buying it at all and paying for it from your savings, is a tough way to go. A couple (age 57) in good health can get a \$100-a-day benefit with a 5% annual benefit increase for only \$801 each, per year. As home care & facility costs exceed \$40,000 a year, this protection is vital. Call Stan today to get started: 562-594-6541, x15!

**Thank You! Thank You!  
Thank You! Thank You!**

Thanks to all who graciously refer their family & friends to our agency. We built our agency on your positive comments, and your referrals are extremely valuable!

**Loren Fizzard**  
**Emi Ishikawa**  
**Gareth Evans**  
**F&M Bank**  
**AOA & AACSC Magazines**  
**Marshall Reddick**

**Our Staff is Here to Serve YOU!**

Our contact information is,

**Phone: 562-594-6541**  
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**Protection Tip**

**Ruby Wants You to Know:**



**About additional computer protection.** Coverage is very limited under a homeowner's policy for theft to computers. Most policies limit your recovery to **less than \$1,500** unless you alter the coverage to allow for higher limits. If you need more computer protection, call **562-594-6541** for Sharon (x19) or Ronda (x17) today!



**A Cat Conspiracy?**



**Another Cat makes the Page:  
Amy Benn's Cleo!**

**Cats in Control: Is this merely a coincidence?  
What? Looks Like Cat Tribble?**

**So, Who Do You Love?** Send us a picture & we'll show off your pet in our newsletter! Simply email it to [Ruby@hdinsure.com](mailto:Ruby@hdinsure.com) or mail it to us.

**PS: Ruby wants to remind you to leash your dogs when you walk them. It's great to let them go in enclosed areas, but in exposed areas next to roads, your dog is at a huge disadvantage if it is hit by a car. Love your dog – leash it!**

**A Not-So-Trivial Pursuit**

**Test Your Skills:** Just one correct answer & you could be this month's winner, with **2 chances to win a \$15 gasoline card or a \$15 Starbucks giftcard!** If no one has the correct answer, the 2 entries that come closest to the correct answer to the following question will be the winners. In the event of many correct answers, we'll put the names of those, who answered correctly, into a pot and **draw 2 winners!**

So, **enter today** and have **2 chances to win!** Write your name & email information and the answer below, and then fax this page to **562-594-0376** or mail it or **scan and send it to [stan@hdinsure.com](mailto:stan@hdinsure.com).** You can even email **Ruby** ([Ruby@hdinsure.com](mailto:Ruby@hdinsure.com))!

**How Many Times Do Ruby's Name & Picture Appear in This Newsletter?**

**For Extra Credit/Tie Breaker: What is a Tribble?**

Answers must be received by 1/26/2011! **Good Luck!**

Your Name \_\_\_\_\_ / Your Email \_\_\_\_\_

Your Answer \_\_\_\_\_

**November's Trivia question was (drum roll please): What is the smallest country in South America and of which country was it formerly a colony?**

The answers we were looking for were **Suriname & Dutch.** There were a lot of correct answers, and we are proud to announce the two winners, whose names were pulled from the bucket. **And the winners are . . . . . Patricia Jaramillo and Will Mannon.** Each has won a **\$15 Gas Card.**

**Keep Playing – You Just Might Win the Next Game!**

**What are the Most Frequently Reported Stolen Cars in the United States?**

**According the newest report by the National Insurance Crime Bureau, here they are – the 10 most stolen models in America:**

- |                               |                               |
|-------------------------------|-------------------------------|
| 10. 2009 Toyota Corolla       | 5. 2004 Dodge Ram PU          |
| 9. 2002 Ford Explorer         | 4. 1997 Ford F-150 PU         |
| 8. 1994 Acura Integra         | 3. 1991 Toyota Camry          |
| 7. 1994 Chevy PU (full sized) | 2. 1995 Honda Civic           |
| 6. 2000 Dodge Caravan         | <b># 1. 1994 Honda Accord</b> |



**The lesson? Buy a newer, American or German car (no trucks or vans)!**

**Huggins/Dreckman Ins. Agency Inc.**

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**The Insurance Safety Advisor**

**Happy  
New Year!**

**Inside: Articles on Income Protection & a Quick  
Lesson on Replacement Cost for Real Estate!**

**Play Trivia for Free Gas Cards!**



**Ruby is looking  
for the next  
Pet of the Month!**

Send us a picture and  
let us showcase your  
pet in our Newsletter!

**Insuring Your Success!**

**Happy New Year from Ruby and Everyone at Huggins/Dreckman & DRIVE RIGHT!**

*"Are Wood Ducks just a bunch of stiffs?" . . . . . Ruby. Ruby's Trivia Hint: *The Trouble with Tribbles**

**And, The Grand Prize Winner Is . . . . .**

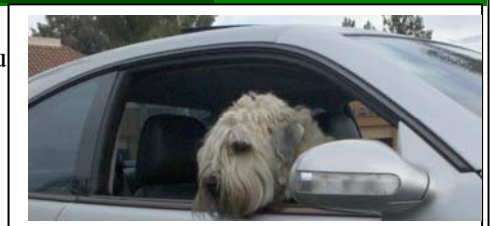
The **Grand Prize Winner** of the Referral Contest is **Emi Ishikawa!** We are extremely happy & proud to send **Emi** a check for **\$279** along with our **THANKS** for being such a strong supporter of our agency through the years. In the third round of the contest's *monthly* drawing, the November drawing winner was **Anne Wu**, who received a **\$25** gas card.

It's a new year, and **Huggins/Dreckman & DRIVE RIGHT** are resuming the monthly referral contest. This time, the winner will receive **\$25** in **Starbucks** gift cards. Refer your friends, and when they call, **Ruby** reminds you to **make sure they tell us that you referred them**. It's that simple!

And, your friends can also logon to our website – **www.hdinsure.com** – and get **FREE & FAST** car insurance quotes from **MERCURY** or **SAFECO**. **It just doesn't get much easier to play!**

**Are You the Client of the Month?**

In these uncertain times, we all depend a bit upon each other. So, even if your name doesn't appear this month, please accept our heartfelt **THANKS** to all of you for your continued business & support. We really appreciate it! This month, we are honoring as **Client of the Month, Don Patton, Patton Construction**, in Newport Beach, CA, who has been a client for many years. As our January **Client of the Month, Don** will receive a **\$25 Gas Card!**



**Who'll be the next Client of the Month? It could be You!**