



Fragomeni

Insurance & Financial Services, Inc.



SUMMER 2011

FROM THE DESK OF DAVID FRAGOMENI

Although tax season is over, this does not mean you should stop thinking about a plan to minimize your tax burden. Contributing to a Traditional IRA, or your Employer sponsored retirement account is just the beginning of ways to reduce your household income, in turn lowering your taxes. Another valuable tool is a fixed, or variable annuity. Earnings can accumulate tax deferred and when distributions are taken, there is a return of both principal and account earnings. This can provide much needed cash flow during retirement while minimizing the amount of taxes you owe. This occurs because you only pay taxes on the amount of earned income you receive from the investment.

If you would like to discuss your specific financial planning questions, please call me at 584-4200, ext 210 and we can start writing a plan designed specifically for you.

BON VOYAGE CARRIE!

We have said our goodbyes to our long-time employee Carrie as she joins her husband in retirement and we want to assure you that we are still here to help! Steph has been hired to replace Carrie with the handling of new personal lines quotes and Sarah continues to be the main point of contact for customer service inquiries with Shannon and Steph in a supporting role to Sarah.

We will continue to strive to handle your inquiries in the same manner in which Carrie has for many years!

Sarah: 584-4200, ext 204
Shannon: 584-4200, ext 209
Steph: 584-4200, ext 208

Summer Safety ☺

Travel

Slow down - In addition to increases in traffic, summer means more road work. Always reduce speed in work zones and allow plenty of space between your vehicle and workers.

Plan your route - Driver indecision can be a major cause of traffic problems. Operating a GPS while driving is extremely dangerous.

Watch road conditions - Summer heat can change the way your tires grip the roadway and affect braking. Be aware of fresh blacktop on hot days.

Swimming Pool

Install a fence with self-locking and closing gates to completely isolate your pool from your house and the areas around it.

Do not leave children or guests alone in the event that they would need assistance. As the homeowner, you are ultimately liable for the safety of others in the pool on your property.

Remove toys from the pool when they are not in use.

Safe Sun Habits

Learn to build safe sun habits into your family's daily routine.

Lead by example — children will respond better when they see you protecting your skin. Use the American Cancer Society's *Slip!*

Slap! safe sun basics to begin teaching your kids healthy sun habits: Slip! on a shirt - always wear protective clothing when out in the sun, Slop! on the sunscreen - use one with an SPF of 15 or higher, Slap! on a hat - that shades your face, neck and ears.



Trivia Time!!

What upper case (capital) letter of the English alphabet (in plain sans serif font) requires that the pen be lifted from the paper twice (providing no lines are re-traced)?

The 1st 5 correct answers will win a Stewart's gift card!
Send your response to Shannon@fragomeni-insurance.com,
or call Shannon at 518-584-4200, ext 209.

On-Line Defensive Driving Courses Now Available

- It will help refresh your driving knowledge with a review of time-tested safe driving tips and an overview of today's vehicle and traffic laws
- You may be eligible to reduce as many as four (4) points on your driving record. The DMV computer will automatically note your eligibility to receive the reduction
- If you are the principal operator of a motor vehicle, you will receive a minimum 10% reduction in the base rate of your automobile and motorcycle liability and collision insurance premiums each year for three years

www.drivertrainingassociates.com



www.newyorkdefensivedriving.com

We now offer Pet Insurance and Other Specialty products!

Pet Insurance – Indemnity program where you receive a reimbursement for your vet bills. The monthly cost is minimal and the enrollment is very easy. Review our many plans and find the one that fits your situation and pocketbook. Your pet will thank you for it.

Life Insurance - The amount of Insurance you have on your life is an indicator of the "Standard of Living" you want for your loved ones, thus a gift of love. The process to see what you qualify for and at what price takes approximately 3-4 minutes. No personal information will be needed to get an initial quote, just age, gender, smoker/non-Smoker & State.

Go to our website www.fragomeni-insurance.com for a quick quote

INSURANCE CARRIER SPOTLIGHT:

Erie Insurance: For those of you who have Erie Insurance as your carrier, we know you'll agree that you are with a solid company.



Some of the advantages of having Erie Insurance include:

- Excellent business insurance programs (if you know of a business owner who is looking for competitive pricing, refer them to us and we'll quote with Erie)
- Outstanding claims service (many features you don't see with other companies)
- First Accident forgiveness program (no surcharge for 1st at-fault accident for clients that have been insured with Erie for 3 years or more)
- Safe Driver Discount, Multi-Car Discount, Age 55+ Discount, Multi-Policy Discount, Payment-Plan Discount, Auto Safety Features Discount

Headquartered in Erie, PA, was founded in 1925
Rated as Superior by A.M Best Company

Cell phone use has exploded in recent years.

In 2007, 250 million people had cell phones compared to 1987 when only one million people had such devices.

In 2008, nearly 6,000 people died and more than 500,000 were injured nationwide in crashes that resulted from drivers using a cell phone or engaging in other distracted, or inattentive behaviors.

In New York State, driver distraction is a contributing factor in one out of 5 crashes.

Be Alert,
Don't Get Hurt!

The dangers of distracted driving

Would you like a review of your current policies?

Insurance protection is very important and our goal is to help you with keeping your policies current. We all agree that our lives change and we aim for positive improvements, therefore taking a moment to be sure your policies are up-to-date is always a good idea. We do our best to place you with an insurance company that fits your financial and personal needs. As you may know, we work with several companies and when your insurance renewal comes, we would be happy to take a look at your policies and make any necessary adjustments.

Some things to consider that could help to reduce your insurance costs:

- ⇒ Taking a defensive driving course
- ⇒ Improvements to your home will work in your favor
- ⇒ Removing comprehensive and collision coverage on an older vehicle that no longer has a lien
- ⇒ Good student discount
- ⇒ Revisions to billing pay plan upon renewal



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Saratoga Springs, NY 12866
518-584-4200

Contact First and Last Name
Street Address
City, State, Zip

Summer Grilling Recipe: Grilled Scallop & Shrimp Kabobs

Looking for a heart-healthy addition to your next cookout? These colorful kabobs contain scallops, which are naturally low in total and saturated fat.

3 medium-sized peppers (1 of each: green, red, yellow) cut into 1½-inch squares
1 lb. fresh baby scallops
1 lb. fresh shrimp
1 pint cherry tomatoes
¼ cup dry white wine (optional)
¼ cup vegetable oil
3 tablespoons lemon juice
Dash of garlic powder
Dash of black pepper



Parboil peppers for 2 minutes. Alternate threading peppers, scallops, shrimp and tomatoes onto skewers. Combine remaining ingredients in a bowl and brush kabobs with the mixture. Grill for 15 minutes – turning and basting with mixture frequently. Enjoy!



We encourage you to go green and some of our clients have already asked that future newsletters be e-mailed. If you prefer to have future newsletters e-mailed to you, send an e-mail to Shannon@fragomeni-insurance.com with your full name and let us know that you want to be added to our e-mail list.