



Our goal is to keep you up to date on information that helps you make decisions for managing your insurance needs and policies.

- Did you know that you can save up to 20% by increasing your homeowners insurance deductible? If you currently have a \$250 homeowners deductible and increase it to \$1,000 you can save up to 20% immediately. The savings is up to 10% by going from a \$500 deductible to \$1,000.
- Take the time to think about it. Even if you had a claim and you are saving \$100 a year by increasing your deductible you would break even in five years by going from a \$500 to a \$1,000 deductible. Have you had a claim in the past five years? Many people have not, so you could consider the savings immediate.
- Insurance companies are taking the approach that insurance is designed for the large catastrophic claims and insurance should not be used as a resource for maintenance issues. If you had a loss of \$900 and you have a \$500 deductible would you submit the claim for \$400? Most people do not.
- The agency is seeing many insurance companies take a long look at past claim experience when considering the renewal and writing of new homeowners policies. At the same time many of our clients are having financial difficulties and their credit scores are deteriorating. The combination of past claims and a compromised credit score is making it difficult for clients to secure affordable, quality coverage.
- Many insurance companies are charging fees for late payments. Also the companies record the number of cancellation notices that are sent to their clients. When a situation arises that requires an underwriter to review your account, they will look at your payment history. Even though the grace period is given on a cancellation notice, it is more desirable that your payments reach the company by the initial due date.

3257 Route 9

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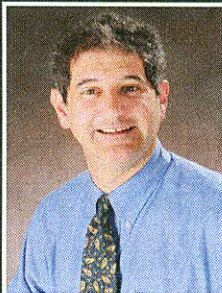
518-584-4200

www.fragomeni-insurance.com

- As an independent agent we represent ten insurance companies. This gives us the opportunity to market your insurance needs to more than one company. We are able to get you coverage that meets your insurance needs while also offering competitive pricing.
- Do we currently insure both your home and auto? Our companies offer a discount up to 20% on both your home and auto policies if they insure both. Also, we have companies that will combine both your home and auto policy into a package policy. By doing so, they offer larger discounts while providing additional policy enhancements.

To avoid claims that are preventable please consider the following:

- Trim tree branches that are overhanging your buildings, including sheds.
- Plan to roof rake snow from the roof of all structures to avoid back up of water and collapse.
- If you are leaving for an extended time period, consider shutting off the water to avoid continuously running water should your pipes freeze. Sufficient heat should be maintained and verified by a family member or trusted neighbor.
- Consider a battery back up for your sump pump.
- Clean chimneys on an annual basis and take precautions with woodstoves.



**David Fragomeni, President
Certified Financial Planner**

This year has presented many challenges for both our clients and insurance companies. There have been many seasonal storms as well as an economic climate that has made it difficult to maintain the status quo.

Communication is one of the best ways to relieve feelings of anxiety. If you have concerns or issues that affect your insurance policies, I encourage you to reach out to us. Please call, e-mail or visit our web site for information that can help you.

Our goal as your agent is to be available to answer your questions and provide guidance that will help you with your financial decisions. We have been here for the past 48 years and our staff is experienced to provide you with honest, reliable and accurate information.

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