

NORTHEAST NEWS

Our Mass Auto and Property Insurance Carriers:

- Travelers Insurance
- Commerce
- Safety
- Fireman's Fund
- Hanover
- Quincy Mutual
- Norfolk and Dedham Mutual
- Encompass
- Cambridge Mutual
- Chubb Companies
- Merrimack Mutual
- Merchants Insurance
- Fidelity National
- Hingham Mutual
- Holyoke/Middlesex Mutual
- NLC Mutual
- Preferred Mutual
- Safeco
- Union Mutual
- Vermont Mutual
- Zurich

Special points of interest:

- Mass Auto Reform
- Homeowner Checklist

MASSACHUSETTS AUTO INSURANCE REFORM

New Discounts - Lower Rates Introduced with April Launch of Massachusetts Managed Auto Insurance Reform.

For the past thirty years all rates for car insurance were set by the Commissioner of Insurance under what was known as the "Fixed and Established" system. Under this system all companies were mandated to charge the same price for auto insurance coverage unless clients were eligible for a group automobile discount usually offered through an employer or Motor Club membership.

Beginning April 1, 2008 car insurance companies will be allowed to set their own rates. This means that companies will now be able to compete for your business. Even though companies will set their own rates they must still seek approval of their proposed rate structure from the Commissioner of Insurance. In an effort to make sure that good drivers get the lowest rates, Massachusetts requires that companies base their rates on an individual's driving record, years of driving experience and your vehicle's use and safety features. Auto insurers are banned from using rating criteria such as gender, education, occupation, home ownership and credit history in setting rates.

The minimum basic coverage, called compulsory insurance, is still mandated by Massachusetts law and will not change. Many insurance companies will offer new and additional coverage, higher limits, and under certain circumstances lower or waived deductibles.

(Continued on Page 2)

**Insuring both your Home and Auto
with us can save you 5% - 20%
on your
Home Insurance Policy
and
Up to 10%
On your Auto Insurance Policy**

KEEPING YOUR HOME INSURANCE UP TO DATE

Unfortunately, no one's home is immune to the possibility of burglary, fire or destruction from a natural disaster. The amount of insurance you need can change a great deal from year to year. As a result, evaluating your insurance coverage should be added to your list of annual reviews. It is essential that you have enough insurance coverage to rebuild your home and replace its contents at today's costs.

Your insurance should be based on your home's replacement cost, not the market value, assessed value or mortgage amount. Consider what it would cost to rebuild your home today, it is most likely

(Continued on Page 3)

MASSACHUSETTS AUTO REFORM

From Page 1

If you have trusted us in the past, trust us now and in the future to ensure you have the proper coverage in place with the best value for your Insurance dollar.

If it sounds too good to be true it probably is! With all the changes in the marketplace some insurers may attempt to take advantage - there will most likely be misleading information all around. Take a moment to evaluate any information you receive and give us the opportunity to discuss it with you.

www.neinsure.com

Some companies will offer special packages for valued customers like enhanced towing options, coverage for accidental deployment of airbags, reimbursement for personal effects in the vehicle, extended rental car coverage, emergency road travel expenses, etc.

payments than the car is worth. For a modest additional premium the Insurance company will pay the difference between the actual cash value and what you actually owe on the loan or lease.

Massachusetts regulations require Insurance companies to pay only for “after market” replacement parts in the event of an accident. For an additional premium you can purchase **Original Equipment Parts (OEM) Coverage**. With this coverage you can assure that your car will be repaired with parts made by your car’s manufacturer.

Your current policy would pay a claim on a rental car in exactly the same way it would pay a claim on your car. It would pay the actual cash value of the vehicle, but that is often not enough to satisfy the car rental firm. You may be able to purchase added coverage for when you rent a car.

Replacement Cost and Loss of Use for Rental Car Coverage provides that if you have collision and comprehensive coverage on your policy, that coverage will extend to other private passenger cars (including a rental car or van) used with the permission of the owner. For those who rent

cars for business or vacation, some companies will offer a replacement cost option that will pay the cost to replace the rental vehicle if it is a total loss, or the cost to repair it plus the loss of rental income while the vehicle is being repaired.

Competition is designed to encourage companies to offer their lowest possible premium to each driver. Although the majority of policyholders will benefit from reduced rates under the new system, the amount you pay will depend on your individual risk factors, such as your driving record, where you live, and other rating factors approved by the Commissioner. Maintaining a clean driving record should decrease your rates.

There are variety of discounts being offered by insurance companies. Some discounts are required by law, such as discounts for passive restraint systems and other safety features, anti-theft devices, low annual mileage and under certain circumstance for drivers who have attained age 65 years or older. Other discounts are optional and may include driver training, advanced driver training, multi car, good student, student away at school, multi policy or account, hybrid vehicle, and customer loyalty discounts for customers who have remained with their present Insurer for a period of time.

Curious about how these changes will effect your 2008 auto insurance bill?

Visit our web site: www.neinsure.com

Compare your current policy with the new rates online.

New coverage’s companies will now offer include:

Replacement Cost Coverage or the cost to replace your car if it is a new model under a certain number of miles. You may also be able to extend the replacement cost coverage for a longer period for an additional premium.

Loan and Lease Gap Coverage for consumers with an auto loan or lease on a new car. You could suffer financially when a total loss occurs if you are “upside down” in your loan or lease. “Upside down” means that because of depreciation, you owe more in loan or lease

NEW COVERAGE AND DISCOUNTS

	Acct Credit	Gd Student	Low Mile	Drv Train	Loyalty	Hybrid	Auto Club	Xtend Cvg	Loan Lease
Travelers	X	X	X			X		X	
Commerce	X		X	X	X		X	X	
Safety	X	X	X	X	X			X	X
Hanover	X		X	X				X	X
Quincy	X		X	X	X			X	
Fireman’s Fund	X		X	X				X	
Norfolk & Dedham	X	X	X	X		X		X	X
Encompass	X		X	X				X	X

DO YOU HAVE ENOUGH INSURANCE

From Page 1

considerably more than when you first purchased it.

An independent appraiser or an agent from our office can help you estimate the current cost of rebuilding your home. A home inventory and current appraisal of valuable, unique items is especially helpful in recovering the full value of your personal items. Make a detailed list of all of your personal belongings, then photograph or video tape each room in your home, including closets and cabinets. Be sure to keep important receipts, document the serial numbers of your appliances and electronic equipment, and store a copy of the final inventory in a safe place away from your home.

As part of your insurance review please take into consideration that your homeowner and auto policies may not be enough to cover your current needs. For instance, you may need additional insurance to protect your home and its contents against a flood or earthquake. If you own antiques, jewelry, silverware, fine arts or other valuables, you might need to insure them separately.

Most people, especially homeowners or those with substantial assets, should consider a personal umbrella policy. Personal umbrella policies provide one million dollars or more in excess liability limits and broaden protection to include many situations that basic

policies may not include. This coverage is becoming more important as individuals are increasingly willing to initiate litigation aimed at recovering large damage awards.

To refresh your memory about the types and amounts of coverage you have, carefully review your policies. Be sure you are familiar with the policy provisions, coverage and exclusions.

Review the evaluation checklist below and if you have questions please call us to discuss them.

If you answer yes to any of the following questions you should contact us:

- 1. Have you invested more than \$25,000 renovating or improving your property?**
- 2. Are you planning to sell, move to, purchase, or rent additional properties?**
- 3. Have you invested in any new security devices or systems on your premises?**
- 4. Are you at risk from damage caused by flood or surface water?**
- 5. Have you built a pool or other recreational structure on your property?**
- 6. Do you own Jewelry, Silverware, Fine Arts, Firearms valued in excess of \$1,000?**
- 7. Do you keep any belongings in your home that are used in any manner for business?**
- 8. Do you own additional residences or business properties we do not insure?**
- 9. Do you own a snowmobile or other recreational vehicle?**
- 10. Do you rent any structure on your property?**

NORTHEAST METRO WEST EMPLOYEES

The employees of Northeast Insurance are very active in the community. For the past two years, most employees have participated on a team in the American Cancer Society Relay for Life. The Relay for Life is a 24 hour team event to raise awareness and money for the American Cancer Society. At last years event, the team raised \$5000. Continuing on with the theme of raising money for cancer research, three

out of our five offices recently participated in "Passionately Pink for the Cure." On one day in October, employees from the offices donated money to wear pink and raised over \$200 for "Susan G. Komen for the Cure". Members of the Auburn office participated in the Walk for Hunger. Jennifer Bohn, a customer service account manager from our Auburn office volunteered her vacation time to travel to the New Orleans

area and help the residents of the Hurricane ravaged area rebuild their homes.

In addition to all of the individual contributions from the employees Northeast continually supports local community groups like the Boy Scouts of America, Girl Scouts, Youth sports leagues, local Fire and Police organizations.

Ask for Help

According to Marshall and Swift, recognized consultants to the insurance industry:

70% of Americans under-insure their homes by an average of 29%

17% of homeowners made improvements to their property in the last twelve months and forgot to call their insurance representative.

www.neinsure.com

Holiday Schedule

Monday	February 18, 2008	Presidents Day
Monday	May 26, 2008	Memorial Day
Friday	July 4, 2008	Independence Day
Monday	September 1, 2008	Labor Day
Monday	October 13, 2008	Columbus Day
Thursday	November 27, 2008	Thanksgiving Day
Friday	November 28, 2008	Day After Thanksgiving
Thursday	December 25, 2008	Christmas Day
Friday	December 26, 2008	Day After Christmas

If you have a claim emergency after hours:

Cambridge/Merrimack Mutual	800-225-0770
Commerce Insurance	800-221-1605
Fireman's Fund	888-347-3428
Fitchburg/Norfolk and Dedham	800-688-1825
Hanover Insurance	800-628-0250
Hingham Mutual	800-341-8200
Holyoke/Middlesex Mutual	800-344-3454
Mass Fair Plan	800-392-6108
Preferred Mutual	800-333-7642
Quincy Mutual	800-899-1116
Safety Insurance	800-951-2100
Union Mutual	800-671-8550
Vermont Mutual	800-451-5000
Zurich	800-987-3373

**FIVE CONVENIENT LOCATIONS;
40+ DEDICATED PROFESSIONALS;
20+ TOP RATED INSURANCE COMPANIES**

**We're on the web
www.neinsure.com**

Metro West Insurance Agency	648 Highland Ave., Needham, MA 02494	781-444-6790
Northeast Insurance Agency, Inc.	567 Southbridge St., Auburn, MA 01501	508-832-0404
Northeast Insurance Agency, Inc.	922 Waltham St., Lexington, MA 02421	781-863-2054
Northeast Insurance Agency, Inc.	182 Turnpike St., Westboro, MA 01581	508-898-2902
Northeast Insurance Agency, Inc.	194 Worcester Ct., Falmouth, MA 02540	508-548-1148



Cape Cod Property Owners

Standard Market Homeowner Coverage now offered through Norfolk and Dedham Mutual Insurance Company.

Rated A Excellent by A.M. Best
Call for Rates

Primary and seasonal Home Insurance coverage available subject to company underwriting guidelines.

**Visit our website
www.neinsure.com**

**For Updated information
And
Applications for new Discounts**

**Good Student Discount
Low Mileage Discount
Anti Theft Device Discount**