



AGCOM INSURANCE~SERVICE ABOVE THE REST~

GROWING

ABOVE THE REST

01 Apr 2015

IN THIS ISSUE

## What a Trip!



*You have given us many memories that we will never forget.*

*Thank you so much for making this possible and your generosity."* – Dennis & Lois.

See more photos from their trip on page 3.

### Would you like to be our next winner?

Our April promotion has been announced: We are giving away a Char-Broil Grill from Stevenson Hardware! For each new line of insurance that you have us quote in the month of April, you will have a chance to win. More lines, more entries. Have us quote your home, auto, farm, umbrella and your business!

No purchase necessary to win, we just want the opportunity to serve you more. Service above the rest!



Congratulations to our big winners! Dennis and Lois Alquist won the trip to Las Vegas from AgCom Insurance in January. We drew the winner at our annual Customer Appreciation Dinner. They had the opportunity to take the trip in February. It was the first time either of them had ever flown or gone to Vegas and they loved it!

*"What a wonderful experience! We certainly enjoyed Las Vegas. It was a once in a lifetime trip.*



### LIFE INSURANCE: WHY AND HOW?

by Sheryl Leonard

Page 3



### AM I COVERED FOR...EXTERIOR SEWER LINE BREAKAGE

Our monthly discussion focuses on one coverage on the minds of our customers

Page 2

# Am I Covered for... Exterior Sewer Line Breakage?

by Cheryl Ellis

This question comes to us from one of our personal lines customers, Bud Winterton, who had been approached by a warranty company. The pitch is that they are offering to “insure” something he probably did not have insured: the sewer lines from his house to the city sewer line. He asked, “Are my sewer lines insured after they leave my house but are still on my property?” Sorry, Bud, but the answer is often no.

First, if it is off of the residence premises (ie, in the alley), it will not be covered. That is most likely the city’s responsibility.

Second, if the damage is due to wear and tear, it will be excluded. That is an across-the-board standard: insurance is not for routine maintenance, but unpredictable occurrences. Your insurance company doesn’t insure failure

due to wear and tear. (Can you imagine how expensive auto insurance would be if they paid for every set of new tires?)

That being said, if the sewer lines break causing back-up into your home and you have purchased back-up coverage, the interior damage could be claimed. You would just be responsible for repairing the failed pipes.

Third, let’s say you are responsible for it, it is on your property and the pipes are not too old. Most homeowner’s policies will still *exclude* coverage for “underground pipe, flue, drain, cesspool, septic tank” in the collapse language *unless* the loss is the direct result of the collapse of the building. So, if your underground pipes are damaged because your entire house fell in on them, your pipes are covered, but that is the least of your worries.

So, what should Bud, the homeowner, do? The product I was able to find that seems most like what he was describing is a “home warranty” program—it is not an insurance

## Am I Covered For...?

Have you ever seen a news story or heard about a claim and wondered “am I covered”? Submit your ideas for this ongoing feature.

CHERYL ELLIS [cheryl@agcomfinancial.com](mailto:cheryl@agcomfinancial.com)

product. For the low price of \$5.99/mo, you can have “coverage” on the exterior service line and for an additional \$9.99/mo, you can purchase

“coverage” on the sewer/septic line. Each of these have a maximum payout of \$7,000. Plus, they still exclude wear and tear! So, for the low price of \$191.76/year, you have a very specific benefit on one possible hazard.

Plumbers recommend having the sewer pipe professionally inspected and snaked every 18-24 months to prevent the need for major repairs. The cost? About \$200. Is this coincidental that the cost is the same?

The best course of action as a homeowner is always to stay ahead of risks with routine maintenance. A little investment goes a long way on your home. Like going to the doctor for your annual check-up, your home needs a check-up, too. Insurance is there for the catastrophe, individuals are responsible for every day maintenance. Guess I’d better go call my plumber.



**Enter to Win!**

What types of insurance do you need?

- Auto
- Home
- Business
- Farm
- Umbrella

**Welcome, Spring!**

Ask us for a quote in the month of April and you will be entered to win a **new Char-Broil grill from Stevenson Hardware.**



One entry per line of business quoted—have us quote every coverage you carry and increase your chances to win.

No purchase necessary to win—just give us the chance at serving you.

*“Service Above the Rest”*



**AgCom AGENCY INSURANCE**

Sheryl Leonard  
[sheryl@agcomfinancial.com](mailto:sheryl@agcomfinancial.com)

Cheryl Ellis  
[cheryl@agcomfinancial.com](mailto:cheryl@agcomfinancial.com)

712-368-2611

## April Rain Song

by Langston Hughes

Let the rain kiss you  
Let the rain beat upon your head  
with silver liquid drops  
Let the rain sing you a lullaby  
The rain makes still pools  
on the sidewalk  
The rain makes running  
pools in the gutter  
The rain plays a little sleep  
song on our roof at night  
And I love the rain.

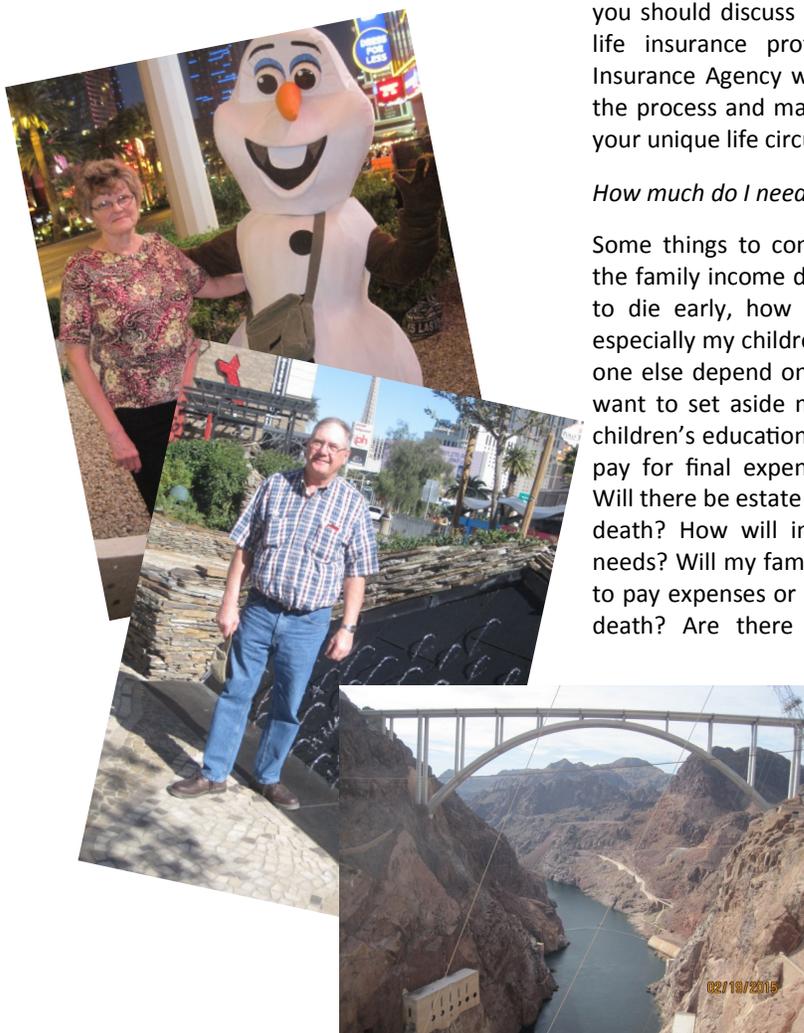
Photo courtesy of New York Museum of Modern Art from their exhibit Rain Room. Learn more at <http://random-international.com/exhibitions/rain-room-expo-1-at-moma>





## What a Trip!

More photos from the Alquist's



## Life Insurance: Why and How?

by Sheryl Leonard

No one wants to talk about life insurance but everyone should! Life insurance will protect you and your family from financial challenges whether you are gone tomorrow or live a long life. Life insurance can help you and your family plan for the future. It is a tool that can be used to guarantee insurability for your children, pay for college expenses, or provide a nest egg for retirement. Some life insurance products can provide protection from huge medical expenses associated with a chronic or terminal illness while you are still living.

When you buy life insurance, you want coverage that fits your needs. But what do you need? And with so many life products to choose from, it can be confusing and overwhelming. That is why you should discuss your situation with a life insurance professional at AgCom Insurance Agency who can help simplify the process and match the product with your unique life circumstances.

### *How much do I need?*

Some things to consider: How much of the family income do I provide? If I were to die early, how would my survivors, especially my children, get by? Does anyone else depend on me financially? Do I want to set aside money to pay for my children's education? How will my family pay for final expenses or repay debts? Will there be estate taxes to pay after my death? How will inflation affect future needs? Will my family have to sell assets to pay expenses or estate taxes after my death? Are there family members or

organizations to whom I would like to leave money? What about retirement?

### *What kind of policy do I need?*

All policies are not the same. Some give coverage for a lifetime, others cover you for a specific number of years. Some build cash value and others do not. Some policies combine different kinds of insurance. Some offer benefits while you are still living. Your choice should be based on your needs and what you can afford.

### *Life insurance is a long term product.*

Don't buy life insurance unless you intend to stick with your plan. You want to be sure you can handle the premiums long term. And did you know that the premiums are determined partly by your age? Each year that you become older before purchasing a contract, that same coverage will cost more. But once you have the contract in place, the premium will not increase for most policies!

You should consider a life insurance contract for your child or children in order to lock in a low premium payment with the best investment growth potential and to guarantee insurability should your child need additional coverage later.

I will be happy to sit down and visit with you about this very important coverage for your family. Just give my office a call and we will schedule a time to make that happen.

Happy Easter!

## We're farmers, too!

AgCom is a Farm Certified Agency for Nationwide Ag. For crop or farm insurance inquiries, please contact our crop & farm expert.

**SHERYL LEONARD** sheryl@agcomfinancial.com