

THINKING ABOUT UMBRELLA INSURANCE

Do you know what an umbrella policy is? If not, you are not alone. Even if you know what an umbrella policy is, you may not be aware of the many benefits that it offers.

A personal umbrella policy provides an extra layer of liability protection. It provides an additional \$1 million (or more) in protection for you and your eligible family members against lawsuits arising from personal injury or property damage claims. Most people who have umbrella coverage, use the policy as extra protection over one or more of the following- Automobiles, Home or Condo, Rental Property, Vacation Home, Motorcycle, Boat, etc.

If you think that you do not need the coverage, consider the following situations:

- You host a barbecue at your home, where alcohol is served. If an accident occurs at your home, or your guests drive home after drinking, you will be at risk to get sued.
- What if this party is on your deck, and the deck collapses, a personal injury claim could be filed the next day.

Do you have young drivers in your home? Have a pool? A boat? Your risk is increased with these exposures.

It is all too common for people to consider the Umbrella Policy as only an optional policy and not necessary. Umbrellas are generally inexpensive (\$150-\$200 per year) when you compare it to how much coverage is provided. If you have assets to protect, you should consider discussing this coverage with us.

Call McCollum Insurance today at 215.508.9000, we would be happy to discuss this coverage in more detail and provide you with a quote.

McCollum Insurance is proud to announce that we are now an Independent Agent Partner of MetLife.

We are excited to add MetLife to the list of exceptional carriers we represent. Since 1868, MetLife has helped generations of customers around the world protect their property, finances, family, and future. Below are a few of the great insurance companies that we represent:

- MetLife • Mapfre Insurance • Erie Insurance • Travelers Insurance • Grange Insurance • Foremost Philadelphia Insurance Companies • First Comp • Progressive Insurance • The Philadelphia Contributionship

MCCOLLUM INSURANCE CLIENT SPOTLIGHT



La Padella
100 State Rd
Media, PA 19063

www.lapadellamedia.com
facebook.com/lapadellamedia

What is the Cuisine? Italian

What were you doing before launching la Padella?

- Kayla – Stay-at-home mom for the past 10 years to her four children Business degree, six years of experience in the food and beverage industry
- Nick – Graduate of The Restaurant School, Philadelphia 22 years of experience in the food and beverage industry

Kind Words

"I recently had a small fender bender and my claim was processed swiftly and easily. I've been a customer for 10 years and consistently had positive experiences with Brian and his staff."
Ben McGinty - Havertown, PA

"Mike McCollum was a pleasure to work with throughout the process. He was able to identify gaps in coverage that my long-term agent had missed and put forth a proposal and recommendation that I was comfortable with moving forward. The process start to finish was smooth and his team is the epitome of professional and courteous."
Stephen Harrington - Philadelphia, PA

"Sean is great. He's always available for me, responds quickly to questions, and provides great direction. I don't feel like just another number to him. I wouldn't think of dealing with another insurance company because of the great product I get from Erie and the great service from Sean."
Peter Rew - Pittsburgh, PA

"I own Freedom Massage in Malvern, PA. I have been a small business owner for over 20 years. I highly recommend Brian and his staff. They are knowledgeable, sincere, supportive, and take the time to explain everything! Top notch. Would not send my own clients anywhere else."
Diane Matkowski - Malvern, PA

"I recently wanted to change insurance company's and I am so glad I choose to work with Kody, she made the process so easy, I hardly had to do anything, she is a true professional and great at what she does."
Annie Morris - Philadelphia, PA

"Gregor is amazing! First we secured our business liability and then he got us better home and auto!"
Lindsey Snyder - Newtown Square, PA

McCOLLUM INSURANCE



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www.McCollumInsuranceAgency.com

2 Great Locations to Serve You

Philadelphia
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215-508-9000

Newtown Square
21 Bishop Hollow Road
Newtown Square, PA 19073
484-318-7755

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BUSINESS • AUTO

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EARN ENDLESS DOLLARS

Win \$100, Give \$100 - When You Refer a Friend to McCollum Insurance

You will receive a \$10 gift card for each referral, and you will be entered in our monthly "Win \$100, Give \$100" drawing. You'll have the chance to put \$100 in your pocket, AND we'll donate \$100 to a local charity of your choice! Together, we'll help charities in our local community! You will also have more chances to win with Quarterly Drawings too!

- Check out www.mccolluminsuranceagency.com and our Facebook Page for additional details on our Referral Program.



Congrats to Erica B. from Havertown, winner of the Sixers Tickets from our Winter Give-Away



And Congrats to Joseph Zane from Springfield, who won our Spring Give-Away, 6 Phillies Tickets

Please like our Facebook Page for future give-aways, insurance tips, news, and more.



McCollum Insurance is an active contributor and proud supporter of local and regional charities, events, and children's programs, including:

- Philadelphia Ronald McDonald House
- Morris Animal Refuge
- Saint Anastasia CYO
- All-American Day Charitable Trust
- Philadelphia Donegal Association Annual Ball
- Light the Night Leukemia & Lymphoma Society
- American Parkinson Disease Association
- Philadelphia Rose of Tralee
- Delco Gaels
- Cavan Society
- Catholic Community Choir
- St. Dorothy Parish Annual Golf Outing
- Hilltop (Haverford Township Babe Ruth Baseball)
- Marple Township Little League
- Newtown Square Petticoat Softball League



Erie Auto and Home Insurance

We recommend contacting our office to discuss your Auto and Home Policy with Erie Insurance.

Does your policy include the Erie Auto Plus endorsement?

This endorsement includes a Diminishing Deductible feature, which reduces your deductible by \$100 for each year that you are claim free.

Pay Plan Discount

Did you know that you can save up to 7% on your Auto Premium by paying in one lump sum? Contact a friendly staff member to learn more.

Sewer and Drain Back Up

Does your home policy include coverage for backups through sewers, drains, and sump pumps? Sewer and Drain Back Up is an optional coverage offered by Erie Insurance.

Are you interested in learning more about New Auto Security Coverage?

New Auto Security is an endorsement you can add to your Erie Auto Policy. Benefits include:

- New Vehicle Replacement**
in the event of a total loss, Erie will pay to replace your new car (under two years old) with the latest model year.
- Repair Coverage**
Erie will pay to repair your new car without a deduction for depreciation.
- Gap Coverage**
Erie will provide coverage for the difference between the actual cash value of the car and the amount due on the lease/loan.
- Better Vehicle replacement**
For cars older than two years, in the event of a total loss, Erie will pay to replace your car with a model two years newer.

The New Auto Security endorsement can be added to your policy at any time, not just with the purchase of a new vehicle.

Contact us for more information.

REAL LIFE STORIES

A Life Lived Fully buy Wisely

Greg Knoll lived life to the fullest. He loved sports cars, snowmobiles, speedboats—“anything that was loud and fast,” says Melissa, his wife.

An economics major in college, he grew bored with his desk job at a mortgage company and opted for something more exciting. He joined the Minneapolis police department and became an undercover officer. But one area of life where he took no chances was with his family.

Greg met Melissa in college, and they married shortly after graduating. While still in their mid-20s, the two talked with their insurance professional—Joe Fox, CLU, ChFC, CLTC—about life insurance.

They were young and healthy and didn’t expect to need it soon. But they had a new home with a mortgage and were ready to start a family. Greg already had the maximum amount of coverage he could get from his employer, but knew he needed more and bought it through Joe.

When Greg was 36, he began experiencing chronic heartburn that wouldn’t go away. After gall bladder surgery failed to cure it, doctors discovered a rare form of stomach cancer.



When Greg passed away two years later, Melissa found herself unprepared for the aftermath. His death was “never part of the plan.” Fortunately, Joe was with her every step of the way, guiding her through the many personal and financial decisions that followed.

The life insurance proceeds paid off significant debts that had accumulated during Greg’s illness. They also allowed Melissa to pay off her mortgage and set up college funds for daughters Neva, 11, and Morgan, 6.

“Without the insurance I wouldn’t have been able to stay in our house and provide a stable life for the girls,” says Melissa.

THE TRUE COST OF LIFE INSURANCE

“It costs too much!” This is one of the most common reasons people give for not having life insurance. But the truth is: **It’s less expensive than you think.** People with no life insurance overestimate its cost by three times. And even those who have coverage, overestimate its cost by two times.

Did you know that a healthy 30-year-old man would pay less than \$13 a month for a 20-year, \$250,000, level-term policy? While it is an expense that you have to budget for, imagine what the financial impact would be for your family if something were to happen to you and you had no life insurance coverage at all. There’s a policy to fit every budget, and a life insurance agent can help you find coverage that’s right for you.

If you were not here tomorrow...

- Could your spouse survive without your income?
- Is there enough money in savings to satisfy all of your debts?
- Could your spouse continue to pay the mortgage to keep your home?
- Will your spouse have enough income to raise your children? For college?

Are you, or someone you know, turning 65?

With Need help with Medicare?

Whether you are already on Medicare, preparing for the day you become eligible, or retiring soon, McCollum Insurance can introduce you to one of our preferred partners to help with your Medicare Insurance needs.



Our preferred partners have assisted thousands of people in the Philadelphia region to better understand Medicare and their insurance coverage options for over 10 years.

Do You Have Coverage for the Service Lines to Your Home?

Contact a friendly staff member to learn more about this recommended and valuable coverage.



Did you know that Underground Service Line Protection Coverage is now available for purchase with “select” insurance companies? This coverage includes protection for damage to underground service and utility lines from your house to the curb.

- Contact us to learn how you can add this coverage to your home policy.

20 Year Level Term Monthly Premiums*

| Insurance Amount | Age | Male | Female |
|------------------|-----|----------|----------|
| \$250,000 | 35 | \$19.00 | \$18.00 |
| | 45 | \$35.00 | \$27.00 |
| | 55 | \$72.00 | \$51.00 |
| \$500,000 | 35 | \$32.00 | \$28.00 |
| | 45 | \$61.00 | \$46.00 |
| | 55 | \$137.00 | \$94.00 |
| \$ 1 Million | 35 | \$57.00 | \$50.00 |
| | 45 | \$116.00 | \$85.00 |
| | 55 | \$268.00 | \$182.00 |

Monthly premiums based upon qualifying for the Ultra Select Non-Tobacco Class for a 20 year premium option. A full underwriting review is required to determine if you are eligible for this class.

If you would like a free-no pressure review of your insurance needs, please call us today at 215.508.9000.



Renters Insurance

With an average cost of less than \$200 per year, there’s little reason not to have Renters Insurance. Yes, your landlord has an insurance policy, but more often than not, that policy won’t cover your belongings should there be a theft or fire.

What’s even better? Purchasing both a renters and an auto policy can qualify you for a multi-policy discount. In some cases, the discount actually pays for the renters policy.

- Contact us for help with your renters insurance questions and needs.

Do You Need Life Insurance, or Need to Update Your Existing Life Insurance? Contact McCollum Insurance at 215.508.9000