



PERSONAL INSURANCE

COMMERCIAL INSURANCE

EMPLOYEE BENEFITS

PREMIER CLIENT GROUP

WWW.LUTGERTINSURANCE.COM

Spring 2011

PRESIDENT'S CORNER



One of the most important recommendations I can make to an individual, business or charitable entity is to be certain to review all insurance policies and exposures at least annually. Identifying potential hazards and making certain that your insurance policies offer the proper coverage to protect you is extremely important.

Think about the following:

- Have you acquired any new property, bought new jewelry or art work?
- Have you expanded the footprint of your home by adding a new room?
- Has your business expanded into any new ventures?
- Have you added workers to your payroll?
- Are the current limits on your policy still adequate?
- Do your deductibles continue to make sense?
- Are your life insurance policies still adequate and competitively priced?
- Do you need disability insurance or long term care coverage?

At Lutgert insurance we have professionals that specialize in all insurance areas and can work with you to make certain that you are protecting yourself or your business completely and properly. Taking the time to review your needs and exposures periodically is an important step towards ensuring your financial security.

Thank you for placing your trust in Lutgert Insurance.

Bud Hornbeck
President & CEO

Insuring Our Clients' Trust
Since 1953



Lutgert Insurance



Raymond L. Lutgert Pavilion East
NCH Regional Cancer Institute



Lutgert School of Business
Florida Gulf Coast University



Lutgert Insurance Principals
Seated: Scott Lutgert • Bud Hornbeck
Standing: Marc Williams • Steve Benza
Dick Baker • Howard Gutman

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AFFILIATIONS

As a division of The Lutgers Companies, **Lutgers Insurance** provides its clients with direct access to the valuable connection these companies share through their affiliation with The Lutgers Companies.



The Lutgers Companies

Premier

Sotheby's
INTERNATIONAL REALTY

STRATECA

Lutgers Title, LLC



10 TEN REASONS YOU NEED LIFE INSURANCE

People die suddenly from things such as heart attacks and car accidents every day. What if that happened to you? How would your loved ones or your business survive without you? Consider these 10 reasons for purchasing life insurance:



Gina Shubert,
Life & Health Manager

maintain their lifestyle on just one spouse's salary? Most couples in this day and age must both work to provide the extras that many people enjoy, such as vacations, sending their children to summer camp, a second car, a house cleaning and/or a lawn service, frequently going out to dinner, etc.

Education

- What about school for your children? Do they attend private school and can you afford to continue? Do you envision them going on to college? Who will pay for their college when you're gone?

Your spouse's sleepless nights

- They already have to deal with an empty bed. How many sleepless nights will there be for him/her worrying about the



George Leamon, Life &
Long Term Care Specialist

Debts

-What happens to your debts if you die right now? Who will be responsible for your existing bills,

final medical and funeral costs?

Your family may lose their home

- How will the mortgage be paid? Will your family face foreclosure? Will they be forced to sell under less than optimal conditions?

Family lifestyle

- Will your family be able to



family finances? Life insurance helps assure peace of mind.

Estate Taxes

- There may well be estate taxes due as well as other legal and probate costs. Life insurance can leave tax-free

money to your beneficiary to cover such expenses.

Health Care

- If health insurance was provided by your employer, will your family be able to keep it upon your death? Can they afford individual coverage if they are no longer covered by your employer? What about the



expenses that health insurance doesn't cover like expensive medications, dental, vision, orthodontics, etc. Who pays for all this without you?

Your extended family

- Who will care for your parents when they are too old to care for themselves?

Business Survival

- If you are a sole proprietor or are in a partnership, how will your business survive without you? Having Key Man insurance or a buy sell agreement funded by life insurance can help guarantee your businesses survival. Your heirs will be provided for and your partners can continue operating the business.

Spouse who works inside the home

- Don't neglect getting life insurance on your spouse that works inside your home in the traditional role of a homemaker. If your spouse passes away, who would do the cleaning, cooking, shopping, home maintenance, shuttling children to school and after school events, vacation planning, giving of career advice, etc.? Some companies estimate that it would cost over \$100,000 to replace the work that a non working spouse does in terms of running a household.

If you already have life insurance, when was the last time you had it reviewed? **With more competitive products and more liberal underwriting, you might be in a position to buy more life insurance coverage for the same premium you are currently paying.**

For additional information, please contact your current agent or Gina Shubert at gshubert@lutgertinsurance.com or George Leamon at gleamon@lutgertinsurance.com



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CERTIFICATES OF INSURANCE - NOT JUST FOR BUSINESSES ANYMORE



Businesses rely on certificates of insurance (COI) to demonstrate to a third party that they carry proper insurance coverage. Banks, mortgage companies, landlords, etc., make special mention of COI's in their contracts with their clients. The contracts spell out the types and limits of coverage that their clients must carry.

But businesses aren't the only ones that use COI's. Homeowners can use them as well. How often have you heard the advice, "Make sure every contractor you hire has insurance"? When you ask your contractor if they have insurance, sometimes you get a quick "Yes we have insurance", and the conversation ends there.

To better protect your interests, we suggest that you ask the contractor/vendor for a copy of their COI. Review it considering the following items:

At a minimum, the COI should show general liability and workers compensation insurance. If the contractor will be driving a car or truck as he provides service to you, the COI should show evidence of auto insurance. If the vendor is providing you a professional service like an architect or engineer, the COI should show professional liability insurance. All of the coverages shown on the COI should be current.

If you don't recognize the names of the insurance companies, you need to make sure they are financially stable. You can look up most carrier ratings at www.ambest.com or www.demotech-inc.com or by calling your Lutgert Insurance professional.

Make sure the limits of coverage are adequate. In general, most businesses carry a minimum of \$500,000 for general liability, auto insurance and professional liability insurance. Worker's compensation insurance often has lower limits of \$100,000.

For assistance or additional information, please contact your agent or our Director of Business Development, Scott Newman at snewman@lutgertinsurance.com or 239-280-3244.





DID YOU KNOW?

When a property is jointly titled in both spouses names, ie Bob and Jane Doe, both names should likewise be listed on the property policy. If this doesn't occur, problems can arise if one spouse passes away and the property passes to the surviving spouse. Insurance carriers will often want to see a death certificate and a copy of the new title before they will amend the policy to the surviving spouse's name.

Save yourself a headache tomorrow by making the change now.



AM I IN A FLOOD ZONE?

The National Flood Insurance Program (NFIP) will be adopting new flood maps for the City of Naples, as well as all of Collier County, early in the summer of 2011. What does this mean for your property?



Many areas that were previously located in non flood zones or "X" zones have been remapped into zones that now require flood insurance. If you have a mortgage on your property and your area has been rezoned, your bank will be requiring that you purchase flood insurance.

The remapped flood zones, when they are adopted, will now encompass Golden Gate, the Estates and even go out as far as Ave Maria!! The Collier County Government has created the following website that will show if your property will be in a flood zone:
<http://maps.colliergov.net/websites/dfirms/femaprelimdfirmviewer.html>.

For additional information or questions, please contact your Lutgert Insurance Account Manager.

LUTGERT GOES GREEN!

We will be glad to email the newsletter to you rather than sending via the US Postal Service. To request the change, email Patty Hornbeck at phornbeck@lutgertinsurance.com

All of Lutgert Insurance's past newsletters may be accessed via Lutgert Insurance's corporate website, www.lutgertinsurance.com

We would love to hear from you. Email newsletter article requests to: phornbeck@lutgertinsurance.com

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WHAT'S NEW AT LUTGERT INSURANCE

- Sandi Benson has been awarded the FIVE STAR Home/Auto Insurance Professional award for 2011. This will be announced in the April Gulfshore Life magazine
- Betty Curry was elected Florida Council Director for the National Association of Insurance Women effective 7/1/2011
- Robert Ryan was elected to the board of directors for the Cape Coral Construction Industry Association and the Lee County Economic Development Office.
- Ed Murray has joined the Fort Myers office as a Life, Disability & Pension Planning Executive. Ed has over 25 years of experience in our industry.

AVE MARIA • FORT MYERS • MARCO ISLAND • NAPLES • SARASOTA

(Information contained in this newsletter about product offerings, services, or benefits is illustrative and general in description, and is not intended to be relied on as complete information. While every attempt is made to ensure the accuracy of the information provided, we do not warrant the accuracy of the information. Therefore, information should be relied upon only when coordinated with professional insurance, tax and legal advice.)

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