



the FOUNDERS Forum

Summer 2011

We Understand Priceless. Protecting what you value most.

1 out of every 7 American drivers is uninsured - protect thyself!



Lori's Story...What happens when the other guy is underinsured or uninsured.

Lori is a well educated professional with everything going for her personally and career wise, she was involved in a terrible auto accident that changed her life. Fortunately, after major surgery and a lengthy recovery process, she has returned to work. Her medical bills exceeded more than \$150,000 and she will live with some permanent discomfort for the rest of her life.

Before coming to Founders, Lori had made the decision to purchase her auto insurance on line because as she described "I didn't want to have to deal with anyone." Many companies that sell on line are careful not to make any specific recommendations and Lori didn't receive any. As the victim of a hit and run accident, she was forced to rely on the "Uninsured/Underinsured Motorist" coverage portion of her policy. This is one of the areas that is often cut by carriers that sell directly. We often find clients that have been told that this coverage is not needed. In Lori's case, she carried the Connecticut state minimum of \$20,000. This coverage is designed to do two things: The first is to cover your medical bills and secondly and often more importantly, to help cover for a "pain and suffering" loss, meaning a person is compensated for some sort of permanent loss. Connecticut law states that the auto insurer is "primary" before the health insurance coverage pays a benefit.

The medical bills added to her permanent suffering will easily total more than \$300,000. Her savings for cutting this coverage was most likely less than \$100 per year, less than \$9 per month! The Founders Insurance Group stepped in and helped her file a claim as she didn't even understand that she could claim something from her own company. The company quickly settled for the \$20,000 limit. We also helped her file an appeal with her health insurance company which resulted in Lori receiving a \$150,000 reimbursement. The rest of her medical bills and any future pain and suffering will not be covered.

If you should be the unfortunate victim of 1 of those 7 Americans,
make sure you are protected.

Call Founders Insurance Group today. Learn from Lori.



Thank you for being a part of the Founders Family. This issue of the Founders Forum is all about protecting yourself from claims that you never think will happen to

you. The drunk driver that hits you and has no insurance, or the teenager who writes disparaging remarks on Facebook about a teacher - both can leave you in financial ruin if you aren't protected adequately.

At Founders Insurance Group we see situations like these more often than we like. Hard lessons are learned at the time of a loss, which is why we take the time to truly understand our clients' risks and how they need to be protected.

We will review your insurance portfolio and make suggestions on your unique situation.

Our economic times have prompted people to save money, but cutting your insurance coverage shouldn't a savings measure. Saving a few dollars today could cost you millions tomorrow.

Enjoy the warm summer months with friends and family and again, thank you for being a part of the Founders family.

Bill Willis

Owner & Managing Partner
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Team

Founders News



Jemeli Grocki,
Personal Lines
Account Manger,
celebrated her 15
year anniversary with
Founders!



Cindy Donaldson,
Director of Marketing &
Personal Lines Sales
recently attended the
University of Pennsylvania
Wharton School of
Business Aresty Institute of
Executive Education.

Congratulations to our
Leadership Northwest Graduates!



Monique Abreu
Project: Hundreds for Hinsdale

Sora Garlasco
Project: Summer Dream Fund



Commercial Corner



Workers Comp Premium Increases?

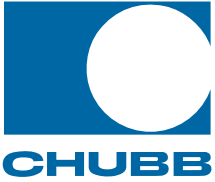
After several years of declining Workers Compensation premiums there are signs that this trend may soon be coming to an end. Many insurance companies have reported that Workers Comp has become unprofitable due to increasing frequency and severity of claims. Rates have begun to creep upward and underwriters are less willing to apply credits to policies, especially those with significant claims.

What can you do to keep your Workers Comp premiums under control?

- Take safety seriously to keep claims to a minimum. Your insurance company should be able to help you with loss control recommendations.
- For claims that do occur, be proactive in managing them. Have regular contact with the injured employee and the insurance company claims adjuster. Don't just report a claim to your insurance company and forget it!
- If you have employees out due to a Workers Comp claim, try to have them work in a light duty capacity, if at all possible. This has shown to shorten the duration and severity of claims. It also keeps your experience modification factor under control since lost time injuries go into the experience modification formula at three times the medical cost amount!
- Check your premium audits to be sure all of your workers are classified correctly. You don't want a clerical person classified in a construction or manufacturing class.

Here at Founders we can help you through the Workers Comp maze. Many business owners don't realize that there are things they can do to keep Workers Comp costs in check.

Founders Platinum



Redefining Insurance with Chubb

For over 125 years, Chubb has been known for innovative, quality insurance products and unparalleled claim service.

Founders' clients choose Chubb to protect their lifestyles, their assets and their families. One of the unique services offered by Chubb is **Executive SuiteSM Group Personal Excess Liability Insurance** offering added protection in the event of a lawsuit.

A million dollars isn't what it used to be! Many people carry a million dollar personal umbrella policy, which often is not enough. Chubb created the **Group Personal Excess Liability Insurance**, a coverage solution that provides an additional layer of protection up to \$50 million for those members of a particular group or organization who may be at greater risk for lawsuits.

The program is set up via a group or company and can either be a mandatory participation program or voluntary. Each has different parameters and benefits - Call Founders Insurance Group for details.

Who is covered within the group policy?

"A covered person" includes the person shown on the participant list and that person's spouse or domestic partner, any relative, or any of the person under 25 who is in the insured's or the relative's custody, all of whom must be residents of the same household.

Coverage highlights:

- Unlimited defense costs
- Loss of earnings coverage up to \$25,000 with no per-day when insured is asked to participate in a court proceeding
- Liability coverage for Property Damage and Personal Injury.
- Automatic coverage for non-compensated Directors & Officers
- Liability coverage for incidental business & farming pursuits related to volunteer, charitable and at-home or away-from-home business
- First dollar coverage for large & personal watercraft if rented or furnished for 60 days or less
- Identity Fraud coverage from Identity Theft 911
- Kidnap expenses, Shadow Defense and Reputational Injury coverage
- No exclusion for pollution liability except as related to incidental farming
- Employment Practices Liability by endorsement



A million dollars isn't what it use to be!

A teenager maintains a blog where she posts messages and photos. Disparaging remarks about her high school principal are included on the Web site...

During a backyard pool party, a guest falls off an unprotected retaining wall and is now confined to a wheelchair for life...

Now there is a multi-million dollar lawsuit.

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Lakeville ~ Torrington
www.foundersgrp.com

We've been protecting families just like
the Fairmonts since way back when.



Founders Insurance Group really is the place to be and here's why:

We are an independent insurance agency offering a variety of carriers and competitive products.

We will give you a free, no obligation review of your personal and/or business insurance.

We are local.

We understand priceless and know how to protect what you value most.

p.s. The children in the picture, and their children, are now part of the Founders family too. I guess we've been doing more than a few things right over the years.

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