

THORP & TRAINER TIMES

THE OFFICIAL PUBLICATION FOR CLIENTS OF THORP & TRAINER INSURANCE

ANNOUNCING OUR NEW MOBILE APP!

Have you downloaded the Thorp & Trainer mobile app yet? If not, you're missing out on an easy way to access your insurance information whenever you need it. Our app allows you to view identification cards, review policy information (such as vehicles covered and auto policy limits) and much more!

Visit the Google Play Store or The Apple Store and search for Thorp & Trainer to download our new mobile app.

If you currently have a user name and password for CSR24, you can use the same credentials. If not, please create a username and password to sign on.

Once logged in, point and click to view the available options for your account.

KEEP IN TOUCH WITH US

Your friends at Thorp & Trainer would like to remind you to regularly update your contact information. Ensuring that we have your correct mailing address, phone number and email will enable you to stay up-to-date on the most important information regarding your policies. It can also allow for seamless bill pay and streamlined customer service. To review your contact information, **please call 596.0146.**



IS YOUR GOLF CART PROPERLY INSURED?

By Howard Thorp



It used to be that the only place we ever encountered golf carts was on a golf course, but times have changed. The personal use of golf carts on private and public roads, campgrounds, etc. has taken off over the last few years, and why not? They are eco-friendly, offer great gas mileage (if not electric), are easy to park, easy to drive and just plain fun!

Unfortunately, there are reports of over 7,000 golf cart accidents involving injury (including 25 fatalities) over recent years, and the personal use of a golf cart on other than a golf course presents a BIG gap in coverage. A standard homeowners policy affords liability coverage for the use of a golf cart while being used to play golf at a golf course, or while on an "insured location." Public roads, private roads, a neighbor's property, a parking lot at the beach, are not "insured locations" under a homeowners policy. A personal auto policy excludes liability coverage for any vehicle "designed mainly for use off public roads."

A separate golf cart policy can address this lack of coverage. The Foremost Insurance Group and Progressive are two insurance companies represented by Thorp & Trainer that can provide a policy to specifically address the personal use of golf carts. Their policies provide liability protection, and can also include physical damage coverage to the golf cart. Premiums are typically approximately \$100, but will vary based on options. To learn more, **contact us today at 596.0146.**

PROUD TO SUPPORT
THE FIGHT AGAINST
BREAST CANCER



OCTOBER IS LONG TERM PLANNING MONTH

How Likely Am I to Need Long-Term Care?

If you were to suffer an illness or disability that required long-term nursing care, would you be covered?

Maybe not. The vast majority of Americans go through their lives reassuring themselves that it will never happen to them. However, if past trends continue, 43 percent of those aged 65 and older will spend some time in a nursing home. And once in a nursing home, 21 percent can expect to stay five years or more.¹

That means it could very well happen to you. And while nursing home costs vary from area to area, the average cost of a one-year stay in a private room in a nursing home is \$91,248.²

Two-thirds of single people and one-third of married couples exhaust their funds after just 13 weeks in a nursing home. Within two years, 90 percent will be bankrupt.³

Medicaid, the joint federal and state program that covers medical bills for the needy, pays a substantial portion of long-term-care costs but usually only for those who are impoverished.

And Medicare is not paying much of the cost of long-term care. That's why the elderly should not rely on Medicare for their long-term-care needs.

Clearly, long-term-care costs pose a real problem for the elderly and their families. Long-term-care insurance can help preserve your accumulated wealth and provide coverage in the event you need long-term care. This can go far in helping to address financial need during retirement.

For more information on MetLife products and services, please contact Maura R. Laudone at Laudone Financial. 128 Main Street, Westerly, RI 02891 • (401) 637-4820 www.LaudoneFinancial.net.



Securities and investment advisory services offered through representatives of New England Securities Corporation (NES). NES is expected to merge with, and representatives will be conducting business through, MetLife Securities, Inc. (MSI) effective 1/1/2015. NES and MSI (members FINRA/SIPC and registered investment advisers) are located at 1095 Avenue of the Americas, New York, NY 10036. Representatives are brokers or agents of New England Life Insurance Company (NELICO), Boston, MA 02111 until 12/31/14 and will be brokers or agents of Metropolitan Life Insurance Company (MLIC), New York, NY 10166 effective 1/1/2015. NES, NELICO, MSI and MLIC are MetLife companies and are not affiliated with Baystate Financial or Thorp & Trainer Insurance. L0714383080[exp0515][CT,MA,RI]

FLOOD NEWS FLASH



As of October 1st, all flood insurance providers issuing policies through the National Flood Insurance Program (NFIP) are required by FEMA to review the flood zone and Base Flood Elevation (BFE) information on all renewal policies and make necessary adjustments to account for flood zone or BFE changes since the inception of the policy. As a result of this change, some insureds will see rate increases while others may receive a rate decrease and premium refund. Should you have any questions, please call our office at 596.0146.

DETERMINING THE VALUE OF YOUR HOME

By Pam Gersbeck, Hope Mitchell and Nicole Storm

Insurance agents are often asked, "Why is my coverage so high when my home value is much lower?" There are many different figures thrown around regarding the "value" of your home. Let's visit these to explain the differences.

For insurance purposes, Replacement Value is used. Replacement Value is the amount it would cost to completely rebuild your home of like kind and quality in today's market for labor and materials. This value does not include the land that the home sits on.

For property tax purposes, Assessed Value is considered. Assessed Value is determined by the corresponding government municipality and takes into account condition and location of the home. This value is derived using the Town's budget and corresponding mill rate.

For mortgage/finance purposes, Appraised Value is utilized. An Appraisal is an unbiased professional opinion of a home's market value and is a snapshot in time which is impacted by real estate market sales.

To summarize, depending on what you are looking for (insurance, taxes or market value) the numbers could be very different for the same exact house. **If you would like more information, call Thorp & Trainer at 596.0146.**



WELCOME PAM!



We would like to introduce Pamela Gersbeck as our new Account

Manager and welcome her to the Thorp & Trainer team. Pam has extensive knowledge of the insurance industry, having recently served as a sales associate at a regional insurance company. In addition to her insurance experience, she has also worked as a residential real estate executive. Pam holds an Associates Degree in Business Administration from Johnson & Wales University and resides in Westerly.

A FRIENDLY REMINDER FROM THORP & TRAINER

Helping to keep your payments in good standing

At Thorp & Trainer, we pride ourselves on offering exceptional insurance products and superior customer service. To make certain your payments are ALWAYS received on-time, we are adopting a new payment procedure for the processing of in-office payments by check.

We will now upload your payment via e-check utilizing your personal account information. When you provide a check as payment, we will use information from your check to make a one-time electronic fund transfer from your account. When we process your check payment as an electronic fund transfer, funds may be withdrawn from your account as soon as the same day we

receive your payment. This will ensure your payments are received at the insurance company in a timely manner.

Additionally, Thorp & Trainer has changed our policy regarding credit card payments made in-office. Effective immediately, when paying by credit card, the card must belong to the individual presenting the card. This policy will help to mitigate the chance for identity theft and provide for a smoother transaction.

Should you require additional information about our payment procedures, please contact your Account Manager at 596.0146.

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PROTECTING THE FAMILIES, HOMES AND BUSINESSES OF OUR COMMUNITY SINCE 1910

JALAPENO CHILI



Directions

- Place a large, heavy stockpot over medium heat and sauté the sausage until well browned. (transfer sausage to paper towel to drain).
- Add olive oil, onion, garlic, and cook until wilted.
- Add crumbled ground beef chuck until meat is well browned.
- Add the drained sausage, bell peppers and jalapenos to mixture. Cook, stirring frequently until the peppers are slightly wilted.
- Stir in the drained tomatoes, wine, tomato paste and all the herbs and spices. Cook for another 10 minutes, stirring frequently.

Ingredients

- 1 pound hot Italian sausage, cut into 1 inch lengths
- 1 pound sweet Italian sausage, cut into 1 inch lengths
- ¼ cup olive oil
- 2 cups coarsely chopped onions
- 3 tablespoons minced garlic
- 2 pounds ground beef chuck
- 2 green & 2 red bell peppers cored, seeded and coarsely chopped
- 6 jalapeno peppers, cored, seeded and cut into 1/8th inch dice
- 3 35 oz. cans Italian plum tomatoes, drained
- 1 cup dry red wine
- 1 cup chopped fresh parsley
- 2 tablespoons tomato paste
- 6 tablespoons best quality chili powder
- 3 tablespoons ground cumin
- 2 tablespoons dried oregano
- 1 tablespoon dried basil
- 2 teaspoons salt
- 1/4 tablespoon fennel seeds
- 2 teaspoons freshly ground pepper

Optional Garnish: Sour Cream, Scallions & Grated Monterey Jack cheese