



THORP & TRAINER TIMES



THE OFFICIAL PUBLICATION FOR CLIENTS OF THORP & TRAINER INSURANCE

EXPLORING THE DIFFERENT TYPES OF BOAT INSURANCE



BY: HOPE MITCHELL, AAI

Account Manager

When searching for boat insurance, you might be overwhelmed when you find that there are many different types of policies available. In general, insurance companies offer a watercraft liability coverage policy along with additional coverages that you can purchase. If you have financed your dreamboat, the lender probably requires you to also obtain property coverage for damage to your boat.

Watercraft liability insurance coverage is required by law in most states. This insurance provides coverage in the event that damage occurs to a person or to property of others as a result of actions taken on your boat. This is true whether or not it occurs during transportation or actually on the water. The law requires you to have this type of liability coverage and each state will have its own requirement as to how much you will need. It is wise to consult with an insurance agent to find out what is necessary to meet the requirements of the law.

In addition to liability insurance, you should cover the boat, motor and trailer used to transport your boat. Make sure that you protect your boat with optional coverage that includes theft, vandalism, losses caused by storms, fire, sinking, capsizing, stranding and collision.

It is possible that medical payment coverage may be required in your state. This type of coverage pays for the medical expenses, up to a specified amount, for you and any passenger on your

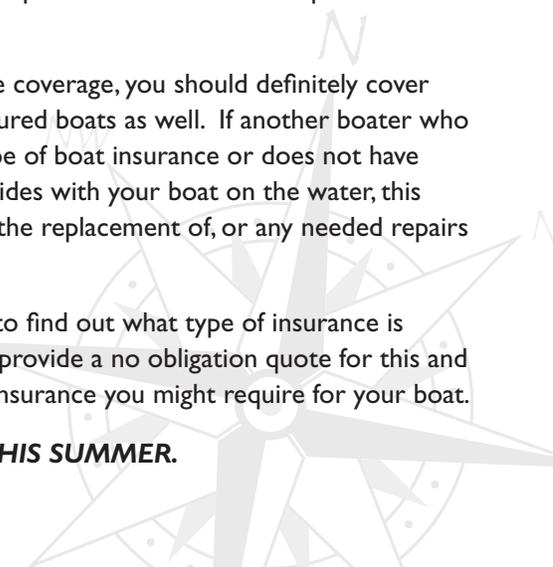
boat that result from an accident covered by the policy. As a suggestion, regardless whether or not this insurance is required, you would be wise to consider it. Medical expenses as a result of an accident can become extremely high.

Another additional type of insurance coverage to the standard boat liability policy is the wreck removal and pollution coverage. This should also be strongly considered. If your boat sinks or is involved in an accident for any reason, you are required to remove it at once in accordance with the law. If oil or gasoline leaks into the water as a result of an accident, you will be fined. The wreck removal and pollution coverage provides coverage for this type of incident, and without this coverage you will be required to pay for the pollution and/or removal plus fines out of your own pocket.

Just like in automobile coverage, you should definitely cover yourself against uninsured boats as well. If another boater who does not have any type of boat insurance or does not have enough coverage, collides with your boat on the water, this coverage will pay for the replacement of, or any needed repairs to your boat.

Call Thorp & Trainer to find out what type of insurance is required, and we will provide a no obligation quote for this and any other additional insurance you might require for your boat.

HAPPY BOATING THIS SUMMER.



We thank our clients for their positive feedback ...

“We suffered a fire loss several years ago that had very difficult extenuating circumstances. Howard and his team went above and beyond to make sure that we were taken care of and our best interests were served.”

- Deb S.

“I know we can always call Sarah and get the advice or answer we need.”

- Charles C.

“Hope has been very good to deal with- Always returns our calls and always has or finds the answer and calls us back.”

- Thomas & Beverly M.

“I am 53 years old and have been with Thorp & Trainer since I was 18 years old. Always very helpful and kind. Always!”

- Suzanne V.

“You guys always follow through and call me when needed. Fabulous Monica Eddy.”

- Kelly F.

“Heather and now Stacy have been a pleasure to deal with. They have been proactive in finding the best and most cost efficient insurance. When there has been a problem, they have been easy to contact and handled my concerns quickly.”

- Ellen T.

“Luke Arnold is a wonderful person and loyal to Thorp and Trainer. Adding him to your staff was a wise choice.”

- Joanne F.

“I’ve always been well informed by Kelly Townsend & she’s always been there to answer any questions I may have had regarding policy or when I had a water tank leak 18 months ago. She’s always there for you in advance of happenings or when needed.”

- Mark K.

THORP & TRAINER BOASTS AWARD WINNING STAFF

Kelly Townsend Named Five Star Professional



Just weeks after designing comprehensive curriculum at the request of the Independent Insurance Agents of RI, Personal Lines Sales Manager Kelly Townsend has been recognized for her expertise yet again. She has been named a Five Star Professional by Rhode Island Monthly magazine and will be featured in the 2011 List of Five Star Home and Auto Insurance Professionals in the September edition.

Rhode Island Monthly partnered with Five Star Professional to identify home/auto insurance professionals in Rhode Island who provide exceptional service and overall satisfaction as indicated by clients, peers, and industry experts. Over 21,000 Rhode Island residents and 500 subscribers were polled by Rhode Island Monthly, in addition to over 250 mortgage and title companies. After comprehensive review, including a complete regulatory analysis fewer than 7% of all professionals qualified for this recognition.

“We congratulate Kelly on her tremendous achievement,” said Howard Thorp, President of Thorp & Trainer. “At Thorp & Trainer, we strive to provide a higher level of service to our clients – that begins with having an award winning staff dedicated to protecting our policyholders.”

Kelly has been with Thorp & Trainer for over 10 years and is an invaluable member of our team. She has attained her AAI, AIS, AINS, and PGI certifications and is on her way to completing the ANFI (Associate in National Flood Insurance). She recently created and presented Advanced Flood Insurance and Flood Insurance Rate Map Review classes for the IIARI in an effort to better educate agents on the nuances of flood insurance.

SHRED DAY EVENT HELPS RAISE AWARENESS OF IDENTITY THEFT

The Thorp & Trainer Shred Day event was a great success and shredded over 1500 lbs of vital documents for community members. Teaming up with local charities and staff members, this event helped to increase awareness of the importance of taking the appropriate steps to prevent identity theft.

Donations were also accepted for Stand Up For Animals and the Jonnycake Center of Westerly. We thank all who attended this worthwhile event.



IT'S TIME TO PROTECT YOUR PAYCHECK

BY: THERESA A. CAVALIER, Life, LTCi, Disability Insurance Administrator

Take a moment to consider this scenario. Starting tomorrow, you'll no longer be receiving your paycheck.

It isn't because you've lost your job; it's because a sudden illness or accident prevents you from showing up to work and earning that paycheck.

So, your paycheck has stopped. How would you continue to pay your mortgage or rent, buy groceries and pay your monthly bills?

If you answered “dip into savings” or “rely on the government” you may be in for a surprise. Instead, your answer should be: disability insurance. Here's why.

Savings may not cut it. Most people overestimate what they have to cover their expenses if a disabling illness or injury kept them from earning a paycheck. According to a LIFE Foundation survey, half of working Americans say they couldn't make it a month before financial difficulties would set in. Keep in mind that disabling illnesses or injuries often last for months or even years.

And if you were hoping for Social Security disability benefits, know that about 65 percent of those who apply are initially denied, and those who are approved receive an average monthly benefit of just \$1,065, which would leave you with an income barely above the poverty line.

That's why it's important to have disability insurance. Think of it as insurance for your paycheck. It provides replacement income in case an illness or injury prevents you from working, and it helps you make ends meet until you're able to return to work.

Take Action

Your next step should be to find out if you have disability insurance coverage through work, and if so how much. Keep in mind that according to the Social Security Administration, 69 percent of



workers in the private sector don't have long-term disability insurance. And short-term or partial coverage wouldn't be enough if you were unable to work for an extended period of time.

Once you have a sense of your need for disability insurance, it's important to speak with us at Thorp & Trainer as an expert in the community. With so many options to weigh, an insurance professional at our office will be able to explain the various features of disability insurance policies and help you strike the appropriate balance between the benefits you desire and the money you have to spend.

Questions about your property insurance? We can help.

If you've ever wondered how a hurricane deductible works or whether you need flood coverage join us for a Coastal Insurance Class geared towards you the consumer.

June 23rd 6-7pm

July 19th 6-7 pm

This seminar has been designed to help you navigate the ins and outs of property insurance in Rhode Island. Informational handouts will be given and a question and answer period will follow. RSVP to service@thorptrainer.com.

Survey results are in!

We would like to thank all respondents who participated in our customer survey. The response was overwhelming and the information attained will be vital as we continue to enhance our customer service.

In addition, Suzanne Velez of Charlestown, RI is the winner of the \$100 gift certificate to a fine Westerly Chamber of Commerce establishment. We thank her for her participation and know that she will enjoy her prize.

THORP & TRAINER INSURANCE

Since 1910

107 Airport Road
Westerly, RI 02891

p. 401.596.0146
f. 401.596.7132

www.thorptrainer.com

PRSR STD
US POSTAGE
PAID
PROVIDENCE, RI
PERMIT # 1899

Knowledge Equals Savings

Q&A Workshop Series

Watch *The Westerly Sun* for dates
and topics. Free to public

**Do you have an old life insurance
policy? Find out how Thorp & Trainer
can possibly save you money.
Call 401.596.0146.**

RANCH WINGS

FROM OUR FAMILY TO YOURS

INGREDIENTS

- 4 -5 lbs of chicken wings, tips removed
and wings cut in half at joint
- 1 ½ - 2 oz of dry ranch dressing mix.
- 1 tea spoon yellow corn meal
- 1 tea spoon white flour
- 1 tablespoon grated cheese
- ½ teaspoon salt
- ½ teaspoon ground pepper
- ½ - 1 teaspoon of dry Coleman's mustard powder

DIRECTIONS

- Combine** all ingredients, except the chicken, in a small zip lock bag,
seal, and blend together thoroughly.
- Place** wings on gas grill set to LOW. Close cover.
- Cook** 28 minutes. Turn wings every 7 minutes.
- Remove** wings and immediately place in a pot with a cover. Pour the
contents of the zip lock bag over wings. Cover pot, and SHAKE and
ROLL wings around inside. The pot will get warm so wear oven
mitts. Keep wings in pot for 10 minutes shaking and rolling every 2
minutes or so. Do not uncover for 10 minutes.
- Serve and enjoy.**

*Enjoy all that Westerly has to offer
this summer...*

We are proud to sponsor the following community events:

MOVIES ON THE BEACH

July 12, 2011 – August 23, 2011

Voted Best of RI Monthly, Best Film Series for Kids, watching movies on
Misquamicut Beach is a relaxing way to have fun with the little ones.
For more information, visit www.westerlychamber.org.

SOUTHERN RI VOLUNTEERS OCEANSIDE BEER & WINE TASTING

July 22, 2011

Please join us at the Westerly Yacht Club for this worthwhile event.
Enjoy beer, wine, food, entertainment, mini-vacation raffles, a 50/50 cash
raffle and more. Tickets are just \$25 in advance and \$30 at the door.
For more information, visit www.southernrivol.org.

RIVER GLOW

Saturday, August 13, 2011

Along the Pawcatuck River in downtown Westerly, RI. Bring the family for
flickering firelight, enchanting music, fire jugglers, great food and more.
For more information, visit www.westerlychamber.org.