



March 2020

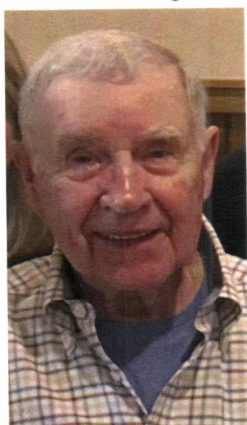
Volume 27, Issue 1

Christina Whiteman Earns CIC



Congratulations to Christina Whiteman who recently earned her Certified Insurance Counselor (CIC) designation. The designation consists of five separate courses, and each section concludes with a rigorous exam. Christina has been a Commercial Account Manager with the agency since 2009. Please join us in congratulating Christina!

Chuck Day Celebrates 90th Birthday



Congratulations to agency founder, Chuck Day, who recently celebrated his 90th birthday. In 1963, he founded Collins & Day. He sold the agency to long time employees, Caroline Day Scruggs, James Day, and Stephen Deadrick in 1992, and the agency became Day, Deadrick & Marshall.

Personal Insurance With Ohio Casualty and Montgomery Mutual Companies to Close in 2021

By Anita Munno, CISR, ACSR

Safeco, the parent company for Ohio Casualty (OC) and Montgomery Mutual (MM), announced plans to close both of these companies for personal insurance in 2021. Safeco has maintained personal policies for both OC and MM since acquiring them in 2010 and now has made the decision to shut down both company platforms. Each OC or MM personal insurance policy that has not been rewritten by its 2021 renewal date will be non-renewed on that date.

What this means for personal insurance policyholders is that current policies will either need to be rewritten to Safeco or one of the other companies that our agency represents. This process must occur on or before each current policy is non-renewed at its expiration date in 2021.

With this in mind, if you are a current Ohio Casualty or Montgomery Mutual policyholder for home, auto, dwelling fire or personal umbrella, we ask that you contact our Personal Lines Department as soon as possible. We must review your account with you so that we have the most current information and can provide the best policy replacement option for you, preferably by this year's renewal date.

Please contact our Personal Lines Department when you receive your 2020 Ohio Casualty or Montgomery Mutual personal insurance renewal offer so that we can work with you *now* to avoid a policy lapse in coverage in 2021.

Commercial Lines News

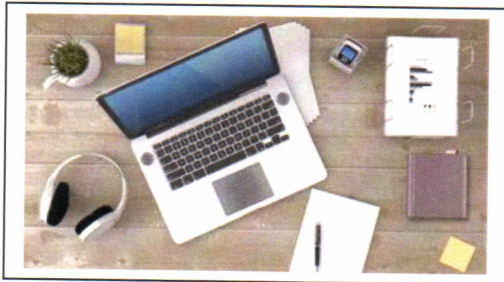
Audits

We know that completing the required audit can sometimes be a time consuming and complex process. However, failure to complete the audit can result in large non-compliance surcharges being added to your account. We have seen them as high as \$20,000-\$30,000 and have seen customer's policies cancelled for non-compliance with the audit provisions in the policy. Trying to get these surcharges reversed is an even more time consuming and complex process than just completing the audit. Avoid the surcharge, extra work, and possible loss of coverage by completing the audit in a timely manner.

Certificates of Insurance

In an effort to streamline the renewal process for certificates of insurance, we have implemented a new spreadsheet that replaces the old certificate holder list. The new spreadsheet is editable and will allow you to easily add, delete, and amend a certificate holder's information such as a new address, job description, etc. for the renewal. Please note that we do not issue the renewal certificates until we receive the updated list from you. As such, we ask that you review the spreadsheet as soon as you receive it and return it to us with the updated information by the due date so that we may get the renewal certificates issued in a timely manner. Providing us with a fax number or an email address for the certificate holder will further improve the efficiency and timely receipt of your renewal certificates. We will continue to mail certificates to those holders that we do not have a fax number or email address for. However, please note a large majority of the certificates that we mail are returned as undeliverable, further delaying the receipt by the holder.

Home Based Business Insurance



Home-based businesses—like all businesses—should be properly insured to protect the business' assets and its owners against certain risks. Often, home-based businesses are underinsured—a fact the business owner usually

discovers after an incident or loss occurs. Then the business owner learns that the insurance he/she has is inadequate or insufficient to address the type or amount of loss the business is facing.

Call us today to be sure that you have the necessary coverages in place to protect yourself and your business against a loss or claim.

Source: Maryland Insurance Administration

WELCOME NEW CLIENTS

11: Eleven Gallery LLC
300 Water Street LLC
6411 Baltimore Ave. LLC
9500 EG LLC
Kenneth Andrews
Bethesda Chimney
Carlos Bunay Roofing
George Cholakian and
Catarina Sousa
Eagle Integrated Solutions
Empire Innovations LLC
Ryan Hobbs
Javi Landscape
Services LLC
Michael Kaplan
Edward Kinze
Timothy and Cheryl Kitt
L&T Auto Repair
Services LLC
Livinconcepts LLC
Joe Manns
Robin Michael
Ryan Michael
Mekell Mikell
MJSP Services LLC
Donald Murphy, Jr.
Vernon Murphy
New Way Construction
Imal Panduwawala
Carol Petrov
Ray's Service Center
Richardson Home
Improvements
Right Cliq LLC
George Rigler
Secured Funding
Corporation
Brandon Simms
Southern Maryland Four
Wheel Drive
Will Titherington
Trick Trucks Edgewater
Zewdi Tsegay

Considerations When Buying a Hybrid Car

Hybrid gasoline-electric cars offer great fuel efficiency, but sales have suffered in recent years because of low gas prices.

Decreasing crude oil reserves and concern over air pollution are expected to increase the demand for hybrids.

Manufacturers are looking for new ways to attract buyers and are changing the hybrid's image. They want it to be known as a car that's fun to drive as well as practical.

Here are four things to consider before buying a hybrid:

1. Used Cars Offer Better Values

If you can't afford a new hybrid, consider buying a used one. Like all cars, hybrids begin losing value as soon as they're driven away from new car dealerships. Vehicle history reports offered from companies like Carfax allow consumers to track service records and rule out vehicles that have performed poorly.

2. Fuel Efficiency Varies Among Drivers

Autotrader points out that hybrids are at their most economical while driving at low speeds and in stop-and-go traffic. If you primarily drive on the highway, your fuel savings may be reduced.

3. You May Get a Tax Break

Newly purchased plug-in hybrids may be eligible for a federal income tax credit, and state and local tax incentives also may apply.

4. Insurers May Give You a Discount

Buying a hybrid can lead to reduced car insurance costs.

Source: The Travelers

Financial Services News

By: Jack Rogers



We want to share important information with you about financial service products.

HSA Contribution

In 2020, the HSA contribution limit is \$3,550 for an individual and \$7,100 for a family.

Individuals age 55 and older, not yet enrolled in Medicare, may make a catch-up contribution of up to \$1,000 per person.

2020 Individual Health Insurance

Open Enrollment for individual health insurance is closed until later this year. There are still certain situations that allow for enrollment mid-year.

Please call our office to see if your situation qualifies you for the insurance.

Group Health Insurance

Enrollment for new group health insurance is alive and well. Please call us to obtain a quote.

Life Insurance

We have carriers who will issue term life insurance from 10 years up to 40 years.

We have carriers who will issue life insurance that could remain in force for the rest of your life.

Express Underwriting up to \$1 million of life insurance may be available for you.

If you qualify, there is no Para-Med Exam or Doctors' Reports. Please give us a call today for a quote.

There's an App for that



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Did you know that many of our insurance company partners have free apps available to download on your smart phone?

You can go to the App Store on your phone and search the name of your insurance company. Most apps allow customers to view their policies, access auto ID cards, checking billing information and provide claims guidance. Check out these user

friendly apps today.



We invite you to call our professional staff for your insurance matters.

Personal Lines Department

Anita Munno, CISR, ACSR, Manager x25
Wendy Parsons x26

Commercial Lines Department

Kelly Donaldson, AAI, CIC, Manager x28
Whitney Donaldson, ACSR, CRIS x29
Cheryl Giering, CISR, CIC, CRM x33
Joan Guyther, CPCU x27
Debbie Johnson, CIC, CISR, ACSR, CPIW x20
Robin Lombel x34
Christina Whiteman, CIC x30

Financial Services Department

Scott Werber, LUTCF, RHU, CBC x16
Jack Rogers, Jr. x36

Sales and Marketing

Stephen Deadrick, CLU, CIC x17
James Day, CIC x16
Charles Day x24
Matt Deadrick, CIC x13
Darrell Diehl x18

Accounting and Administration

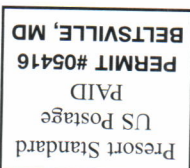
Caroline Day Scruggs, AAI, CIC x14
Lenora Rood x10



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