

June 2008

MIC GROUP

NEVADA, IA
515-382-3541
1-800-729-4341

MAXWELL, IA
515-387-8725
1-800-944-1828

COLLINS, IA
641-385-2203
1-800-677-4012

MT. VERNON, IA
319-895-8633
319-895-6744
1-800-759-3407

MIC... Our motto is...

First we will be best.... Then we will be first....

NEWSLETTER

Midwest Insurance Corporation

Richardson-Hanson

Vondracek-Hotz

Why Midwest Insurance Group?

- Life Insurance
- Health Insurance
- Retirement Plans
- Personal Automobile
- Homeowners Insurance
- Personal Umbrella
- Agricultural Risk Management
 - Crop
 - Farm Property
- Commercial Insurance
- Existing Policy Reviews

What does MIC do?

We work with puzzles.



We help piece together financial security.

MIC ON THE MOVE IN NEVADA

1601 South B Avenue



Under Construction—Sneak Preview!

Midwest Insurance Corporation in Nevada is moving.

Our new home is in the new development on South B Avenue. The new facilities will give MIC more room to better meet our clients' needs.

WATCH FOR A SPECIFIC MOVING DATE & OPEN HOUSE ANNOUNCEMENTS IN THE NEVADA JOURNAL.

A Community Room will be available.
Accommodates 24 people.
Eight Conference-sized tables.
Small refrigerator & sink available.
Contact--382-3541 to reserve.

Let us know how we are doing! *We want to know!!!* Have comments or complaints? Have a story or experience to share about our service or staff? This is a great opportunity to let us know what is important to you. Your stories not only recognize staff members who go above and beyond, they motivate all of our staff to provide better customer service. They also let us know what is important to you in an insurance agent. Write, email, call, or come in and share a story. You could be reading about your experience in our next newsletter.

Serving you in 4 locations

MOUNT VERNON:
306 Highway 1 South
Mt. Vernon, IA 52314



Wayne Hanson
Jeremy Hotz
Russ Hotz
Sara Lange
Lori Ostrich
Mike Ruedy
Lynn Wilcox

NEVADA:
1601 South B
Nevada, IA 50201



Denis Crotty
Ros Dunblazier
Todd Egeland
Elisa Gibson
Kathy Herr
Rick Hugdahl
Anna Litchfield
Brooks Lofstedt
Dianne Martin
Kathy Mens
Greg Sines
Jeannette Tharrington

MAXWELL:
93 Main St.
Maxwell, IA 50161



Beth Caple
Darla Carver
Ruth Moody

COLLINS:
209 Main St.
Collins, IA 50055



Diana Oswalt



PRESIDENT'S CORNER

Rick Hugdahl

The MIC Group agencies represent several quality insurance companies. As independent agents, we offer multiple insurance options to best cover the needs of our clients through multiple companies.

But, working with quality companies is only half of the story. The other half is having the technical knowledge and staffing numbers to be able to offer the best coverage and service options for all of your insurance needs. Our employees work together as a team sharing their expertise for your benefit. When you choose to place your insurance through one of our professional agents, you get the support of our whole team!

We are a "one-stop" agency that can handle all of your insurance needs. Our product expertise includes property and casualty lines as well as life and health lines. Our agents can offer a total insurance review taking into consideration your group benefits for work.

Let **MIC GROUP** help you:

- Choose your insurance policies
- Compare a variety of companies
- Evaluate financial services offered
- Customize coverage for your home or business
- Assist you when you have a claim

HEALTH COVERAGE FOR SELF EMPLOYED

Health insurance coverage has become a national concern. It is recommended that all people carry health insurance due to the high costs of medical treatments. However, some individual and some group health policies specifically exclude costs of treatments for work related incidents. The reason is that most work related treatments are covered under the workers compensation policy. However, many self-employed people elect not to carry workers compensation coverage. If these people require medical treatments because of their self-employed work, the costs of treatments may be denied by their health carrier.

If you are self-employed either on a permanent or part-time basis and do not carry workers compensation coverage, you should check your health insurance policy to make certain it covers you 24 hours a day for work and non-work treatments. If needed, MIC can offer proposals for these types of health policies.

Look for **MIC** at the
Farm Progress Show

August 26th, 27th, & 28th

Boone, IA



Would you prefer to receive future MIC newsletters electronically?
Email info@midwestins.com.

RENTING A CAR?

Properly insuring a rental car can be tricky. Unfortunately, many consumers don't even think about car rental insurance until they get to the counter, which can result in costly mistakes.

✓ **CHECK YOUR EXISTING AUTO INSURANCE POLICY:**

Review your auto insurance policy before renting a car. Most auto insurance policies will provide liability insurance if you injure someone in an accident. Damages to the rental car may only be covered under your policy's comprehensive and collision coverage. Make sure your auto policy has these types of coverages provided for rental cars.

✓ **CHECK YOUR CREDIT CARDS:**

In some cases, your credit card will pay for damages to a rental car in the event of an accident. To be eligible you probably would have to decline the collision damage waiver as well as charge the full amount of the rental car on your card. Understand all limitations and exclusions of your credit card.

✓ **CHECK THE NEED TO BUY THE CDW:**

Buying the collision damage waiver could be the answer for some travelers.

If you aren't completely covered under your own insurance policy or credit card, then you may consider purchasing the collision damage waiver. The collision damage waiver pays for "loss of use." A rental car company charges you for the money and time it lost since the vehicle could not be rented. If you are involved in an accident, some rental car companies want payment upfront.

✓ **CHECK WITH YOUR AGENT:**

These are general guidelines. Contact us with specific questions and issues.

FARM POLLUTION

Pollution is one of those "bad" words; no one likes to think what would happen if an incident involving pollution occurred on their farm. How well does your insurance policy cover pollution? This is a good question and one that many farmers do not ask their insurance agent.

Every insurance company varies when it comes to property and liability pollution coverage. The following are different types of risks you need to ask your insurance agent about to determine if your policy covers them and at what limits:

Pollution Liability: Discharge, dispersal, release or escape of pollutants from a building, bin, container, lagoon, tank, etc. caused by stated perils. Each company varies in coverages, limits, and perils for either or both Property Damage and Bodily Injury.

Chemical Drift: Often there are two types of coverage with varying limits available. Property Damage covers damage to crops, trees, livestock, pets, etc. Bodily Injury covers injury to persons (non insureds) that may be harmed by the drift.

Pollutant Clean Up and Removal: Physical removal of the contaminants from soil or water. On premise coverage is typically offered, but off premise coverage may or may not be available from your insurance company. Some companies may also offer coverage for off premise losses caused by motor vehicles.

Auto Liability: The farm auto policy may or may not include Property Damage and/or Bodily Injury coverage for accidental discharge, dispersal, release or escape of Ag chemicals or fuels while being transported by, loaded into or onto, or unloaded from a covered auto.

THE NEED FOR RETIREMENT PLANNING

It's never too early to start planning for your retirement. Whether your retirement is just around the corner or 30 years down the road, now is the time to start planning.

Annuities can be used as an investment vehicle to purchase IRAs and other qualified retirement plans, as well as a savings for non-qualified money.

Annuity Advantages

1. Contributions to Annuities grow tax free until distributed.
2. Annuities may avoid probate.
3. Interest Rates can be guaranteed and normally are better than CDs.
4. Annuities can provide a lifetime income stream.

There are many types of annuities, all with different features to fit the needs and desires of each individual. The newest and very popular type of annuity is called a "Fixed Indexed Annuity." This annuity guarantees the protection of your principal, but offers you the opportunity to gain from the calculation of the index values from the S&P 500, NASDAQ and others. This annuity cannot decrease due to negative index performance. Index Annuities are not investments in the stock market.

Retirement planning consists of a wide array of products that can be used to best meet your goals for you and your family. Two other important products that are available to use in your planning are **Long Term Care Insurance** and **Life Insurance**.

The real key to "Retirement Planning" is to begin planning now. **MIC Group** has products to help achieve your plan.

Welcome to . . .

Brooks Lofstedt
Nevada



Brooks joined the MIC team in the fall of 2007 as a member of the farm department. He is a graduate of Iowa State University and has earned his CPCU designation.

Brooks' goal is to understand each of our farm client's operations and provide the correct insurance coverage for each exposure.

Lynn Wilcox
Mt. Vernon



Lynn has worked in insurance for 28 years, the last 8 years she specialized in commercial lines. She joined the MIC Group on March 10, 2008. Lynn and her husband Marty live in Cedar Rapids with their son, Ty. She enjoys her family, traveling and her two dogs.

Mike Ruedy
Mt. Vernon



Mike and his wife, Carol, live on the northeast side of Cedar Rapids. They have 4 grown children and 9 grandchildren. He has been in the insurance business since 1974 with 34 years of experience. They share their house with Carol's cat 'Hannah' who is 19 years old. Mike started with MIC Group in March 2008.

"We can give you the "proper" insurance for all your needs, and our resources give you the best opportunity to receive the best value."

FIRE LEGAL LIABILITY VS. GENERAL LIABILITY

Building owners have many concerns these days. There is always the possibility of fire damage to their buildings caused by one of their own tenants. If this happens, they need to look to the tenant for restitution, but which coverage on the tenant's policy would apply?

General Liability coverage excludes damage to property that you own, rent or occupy.

Fire Legal Liability provides coverage for premises rented or occupied by the named insured [Tenant] for fire damage and only up to the limit provided under Fire Legal Liability. The tenant does not occupy the outside surface of the walls, adjoining walls, etc. He may occupy the attic or basement depending on if he is using it for storage. The Fire Legal liability limit would not apply, therefore, the General Liability coverage would.

The property the tenant is renting can be specifically determined by reading the lease agreement. Outside the basic premises does it include the attic, basement or the entire building? If so, the fire legal coverage applies. Any damage to the building not included in the lease comes under the general liability limits.

The standard limits for fire legal liability are relatively low limits. These are amounts that are automatically included in the standard premium. They can be increased for an additional premium.

Building Owners--For your own peace of mind, ask your tenant for a certificate of insurance every year and make sure the Fire Legal Liability limit is adequate for the space you are renting.

Tenants--Review your lease and policy to make sure your coverage limit will cover anything you are responsible for. That way both the building owner and tenant have fewer things to worry about.

MIC cares for you, your security, and your success.

Information in this newsletter is for general knowledge. Specific details should be discussed with your agent.
www.midwestins.com. Click on Contact Us.