C4 INSURANCE

CARING | COMPETITIVE | COMPLETE | COVERAGE

HOME - AUTO - BUSINESS - LIFE

MCC - Making Coverage Clear of Most things Insurance

Presented by Jason Stendalen

608-824-7267 or Jason@c4ins.com

Why C4 Insurance?

- The four C's caring, competitive, complete, coverage
- We are an independent agency that represents our client's best interest and not the carrier
- We represent multiple carriers, so we are able to make sure you are getting market competitive rates
- Jason has been in the insurance industry since 2004 and holds his CIC (Certified Insurance Counselor) designation since 2015
- We make sure that we are asking questions to better understand our clients and their individual needs. Insurance is not a one size fits all type of protection.
- We take an education-based approach to make sure coverages are clear and understood before there is a problem/claim.

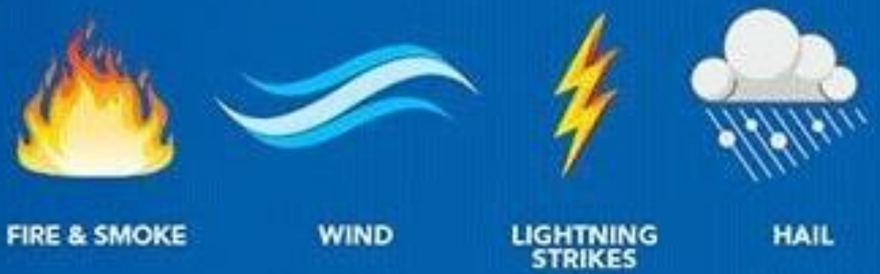
INSURANCE

WHAT DOES HOMEOWNERS INSURANCE COVER?

Homeowners insurance may help protect your house, your belongings and even you if the unexpected occurs. Typical policies include four key types of protection — dwelling, other structures, personal property and liability coverage. Not all policies are alike, and it's important to remember that coverage limits and deductibles may apply.

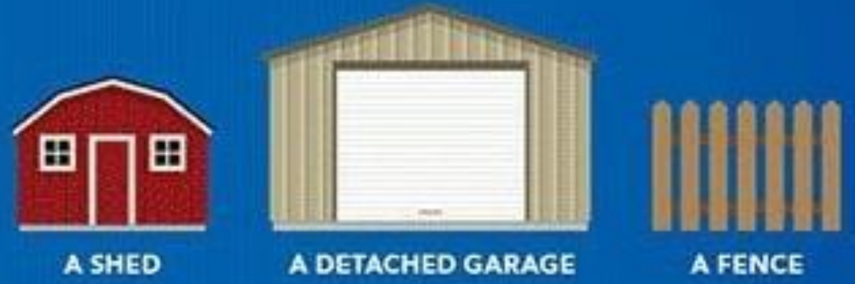
DWELLING COVERAGE

If your home is damaged, dwelling coverage may help pay to repair or rebuild the home. Some of the risks that are typically covered include:



OTHER STRUCTURES COVERAGE

Other structures coverage may help pay to repair or replace certain components that are not attached to your home after a covered loss. This coverage may extend to items such as:

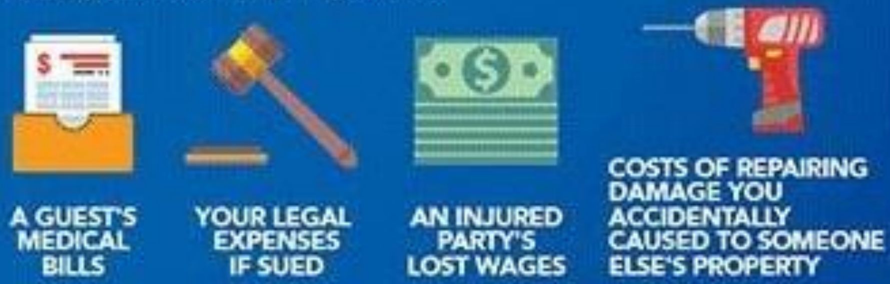


PERSONAL PROPERTY COVERAGE

Personal property coverage may help reimburse you for the value of your belongings or pay to replace your belongings after a covered loss. Examples of what personal property coverage may help protect include:

LIABILITY COVERAGE

No matter how careful you are, accidents can happen. Liability coverage may help pay for costs resulting from an injury to someone else or damage to their property if you are found liable. For instance, liability protection may help cover:



Things that will impact home insurance costs.

- Dwelling Replacement cost – What is replacement cost?
  - Age of the structure
  - Age and material of the roof AGE OF ROOF VERY IMPORTANT!
  - Amenities – Built-Ins including lifts, track systems, etc.
  - Pool or Trampoline
  - Updates or remodeling
  - Wood Burning Devices
- Location in relation to responding fire department and fire hydrant
- Client specifics
  - Age
  - Marital Status
  - Credit – Why and how carriers may be different.
  - Multipolicy discounts
  - Pets
  - Home Based Business
  - Claims History

Things that will impact insurance costs continued.

- Coverage specifics
  - Deductible
  - Liability Limits
  - Scheduled Property – know how your carrier handles medical equipment on and off premises.
  - Guaranteed Replacement Cost
  - Other Endorsements

- Things that can help lower costs
  - Multi Policy Discounts
  - College degree
  - Part of a Special Price Group – There are many
  - Good claims history
  - Good credit
  - Longevity with carrier
  - Your Previous Carrier
  - Monitored Security/Fire System
  - Water leak detection

A little bit about auto insurance!

Things to pay attention to be aware of with auto insurance

- Your current liability limits and how state law may change how you look at those
- What are your deductibles and how do they change premium
- Do you have roadside and rental reimbursement – is it enough especially if you need a special vehicle
- Do you need to add value to the vehicle for special equipment
- Do you bundle with home/renter's coverage
- Do you have an umbrella policy
- Do you need gap insurance

WI is a wrongful death lawsuit State!

The State will award $350,000 for anyone over the age of 18 and $500,000 for someone under the age of 18 if they are to pass away from injuries related to an accident. This amount is if it <u>doesn't go to court.</u>

If you were to get into an accident how would your current limits respond?

What is at risk if you don't have the coverages to provide full protection?

Life Insurance

A failure to plan is a plan to fail.

Why Consider Life Insurance?

Families Are the Primary Support System

- Most individuals with disabilities receive the majority of their support from parents, siblings, or other family caregivers.
- Many parents continue providing financial assistance, transportation, advocacy, housing support, and caregiving well into their child's adulthood.

The question isn't whether your loved one will need support tomorrow. It's who will provide that support when you're no longer able to.

The Financial Reality

Families often face expenses that extend far beyond everyday living costs, including:

- Medical expenses not covered by insurance
- Specialized therapies
- Adaptive equipment
- Accessible housing modifications
- Transportation
- Personal care assistance
- Recreation and community participation
- Long-term financial management

Families many times continue to provide financial support even though their loved ones may be living independently.

Why Life Insurance Matters

Life insurance can help provide financial resources to:

- Replace lost household income
- Help provide for ongoing care and support
- Fund future housing needs
- Help cover final expenses
- Create financial security for caregivers and family members
- Support long-term planning when coordinated with an estate plan and, when appropriate, a Special Needs Trust

For many families, life insurance becomes an important piece of a broader financial plan.

More than 53 million Americans provide unpaid care to a family member or friend, and many caregivers of individuals with disabilities continue in that role for decades. When parents are no longer able to provide care, the financial responsibility often shifts to siblings or other loved ones unless planning has been done in advance.

The reality when it comes to life insurance.

Not everyone will qualify for life insurance.

Some medical conditions or health histories may limit eligibility or affect the amount and cost of coverage available.

However…Many people are surprised to learn that they **do qualify** for some type of coverage.

Even if traditional policies aren't available, there may be alternative options depending on age, diagnosis, overall health, and the insurance carrier.

The most important step is simply to explore your options.

How much life insurance do I need, and what should I be asking myself?

While every family's situation is different:

- A smaller policy may still help pay for final expenses.
- It may provide funds for future care.
- It may reduce financial stress on siblings or other caregivers.
- It can become one part of a comprehensive long-term planning strategy.

The goal isn't necessarily to purchase the largest policy possible.

The goal is to determine what protection is available and what makes sense for your family's unique situation.

Things to Consider:

- If something happened to you tomorrow, would there be funds available to continue supporting your loved one?
- Would another family member have the financial resources to step into your caregiving role?
- Have you explored what life insurance options may be available for yourself, your spouse, or your loved one?

Types of Life Insurance

Three Main Types of Life Insurance:

Term Insurance – bought for a specific length of time. Great for covering debt or making sure children get to a certain age with financial assistance.

Permanent Insurance – Comes in various forms for example: whole life, universal life, indexed universal life, variable, etc. great for creating an estate policies typically pay out until age 121.

Final Expense – great for covering costs of final expenses so the family is not left worrying about things.

Endorsements and things to look for in life insurance!

- Be sure to use a financially stable company that is going to be around in 30-40 years or more.
- Look for child rider to add children to your policy – limited amounts but no underwriting.
- Guaranteed Insurability Option – Can add new term policies from age 25-46 with no underwriting. Policies may be added at ages 25,28,31,34,37,40,43,and 46. Grows with you as life changes.
- Long Term Care Rider – This is an accelerated death benefit that pays a monthly indemnity benefit if the insured meets the definition of chronic illness.
- Look at locking in for longer terms and for more than you think you might need. You can always go down in coverage or stop the policy if no longer needed but you cannot increase coverage or term without going through underwriting. (40 Year Term coming available)

Closing Thoughts for all types of insurance.

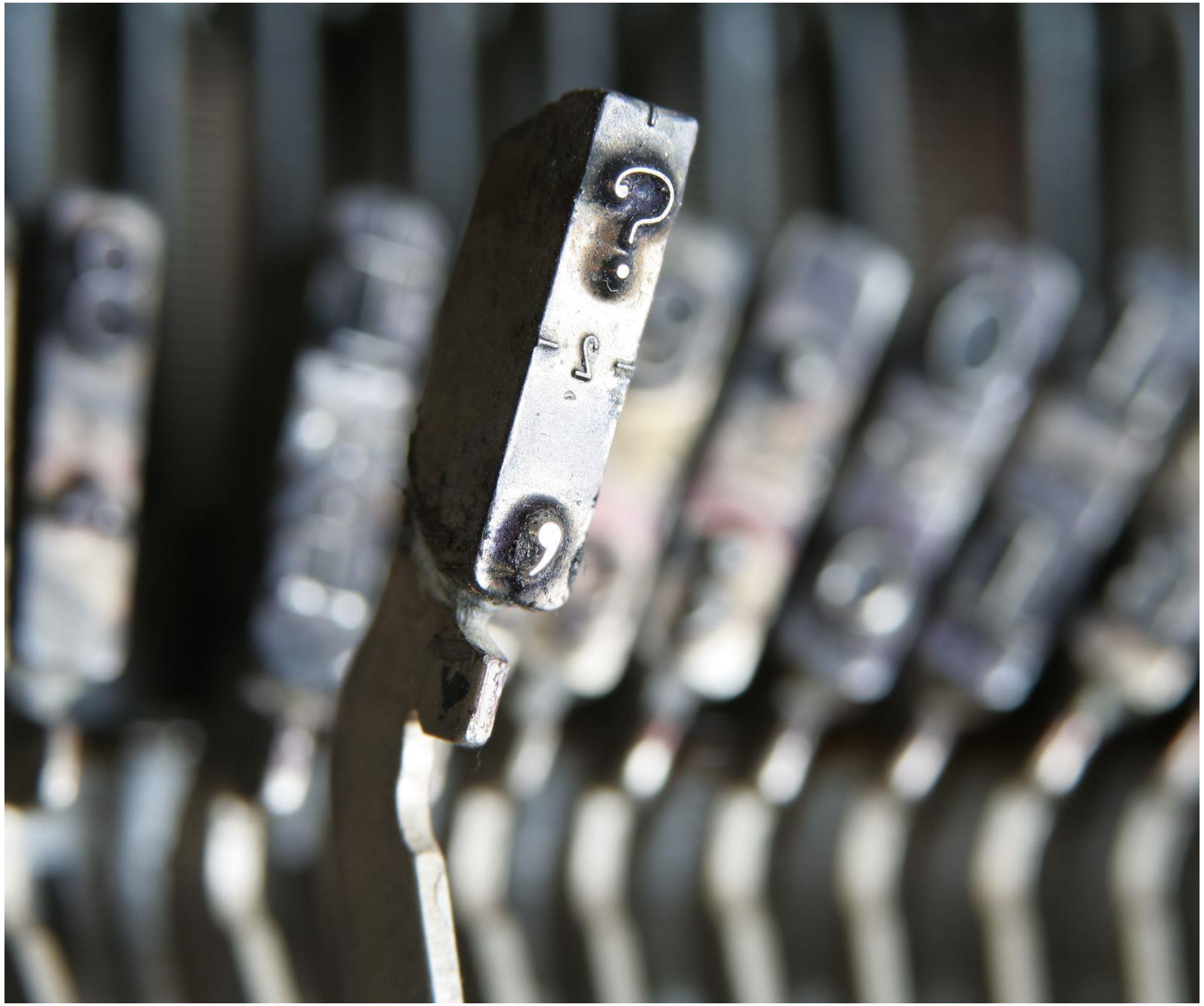
<u>Insurance is not a one size fits all type of coverage.</u>

Regardless if it is home, auto, umbrella, or life insurance.

Life insurance isn't the entire plan—but for many families, it's an important part of the plan.

- The only way to know what options are available is to ask questions, understand your choices, and work with a licensed professional who can evaluate your individual circumstances.
- Every family's situation is unique. Coverage availability, policy types, and eligibility vary based on age, health, diagnosis, and other underwriting factors.

Open for Questions?



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Thank you!

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