



The Old BARN POST

Quarterly Newsletter of The Hess Agency

Summer 2018

Getting Hitched

This summer, my wife and I are making more headway into being empty nesters. Two of our sons are getting married within three weeks of each other. For those of you keeping score for my family, this will be three out of four children married.

Much of our focus these past few months has been surrounding the weddings— who to invite, who sits at which table, where will we have the rehearsal dinner, what do we serve, what do we wear, why didn't this person return their RSVP, etc.

Fortunately for us, the brides' parents have many more decisions than we do. Especially fortunate for me, my wife has been handling the bulk of our share of the decision-making. By the end of summer, I should be really good at doing rehearsal dinner toasts. (Of course, I won't need that skill anymore since all of my sons will have already been married by then.) In preparing for my toasts, I googled "best wedding toast jokes," and found a few good ones I could use: "My wife says I never listen to her. At least I think that's what she said." "Adam and Eve had an ideal marriage. He didn't have to hear about all the other men she could have married, and she didn't have to hear about the way his mother cooked." Or, "A husband says to his wife, 'No, I don't hate your relatives. In fact, I like your mother-in-law better than mine.'"

I'll probably end up avoiding a negative tone like some of these jokes convey and talk more about my own happy marriage of almost 32 years. Plus, I don't want to be remembered as the dad who gave a bad toast.

Here in the barn, we get a lot of calls about insuring special events like weddings and other gatherings. In general, your homeowners policy might respond to liability claims from accidents at parties, especially at your own home. However, many other venues today require the renter to sign a written contract holding the venue harmless from any and all claims arising from the use of the facilities. A home policy doesn't contain

coverage language that would insure this contractual obligation.

When we learn of these contracts, we suggest that a separate liability policy be written for the event, and we have several insurance companies that offer this type of policy at reasonable prices. The rates vary, depending on the number of guests, the type of entertainment at the party, if liquor will be served and by whom, and the limit of protection desired.

Thankfully, while we have had some claims over the years from accidents at special events, the vast majority of the time, these occasions go off without a hitch. Or maybe with a "hitch," in the case of a wedding.

So, the next time you see me, I will be two wonderful daughters richer and spending even more time with my wife and our dog as mostly empty nesters.



Steven L. Faus, CIC, CLU
President

Health Insurance Notes

Good news! As of this writing, the plans filed in Lancaster and surrounding counties are very similar to the existing plans. This stability is accompanied by requests for rate decreases effective January 1. We are keeping our fingers crossed.

Buyer beware! With the suspension of ACA coverage requirements, the market is being flooded with plans that carry low premiums but offer severely limited coverage. Many are not insurance policies and the limited benefits they promise are generally not good value. Check with us before you subscribe.

Open Enrollment for Medicare products begins on October 15 and continues through December 7, 2018.

ACA/Obamacare enrollment begins November 1 and runs until December 15, 2018.

Life Notes

We know it's hard to get excited about life insurance, but we are really happy when we can improve a customer's protection. Recently we reviewed the policies of several customers. With the new products available through Erie Family Life, we've been able to give them higher limits, enhanced coverage and, in most cases, lower cost.

One very attractive option coming this fall is a rider that allows you to "draw down" on the death benefit to fund long term care. This may be an affordable alternative to the shrinking long term care insurance market. As far as we know, only Erie Family Life is offering this benefit.

Annuity rates remain strong, compared to bank CDs. Rates look good at first glance and even better when you factor in the tax implications. If you are concerned about a stock market "re-adjustment", you might want to consider the stability of an annuity.

Beating the Heat...



Summer is not over yet. As we slip into September we can still find ourselves facing hot, hazy, humid weather. Here are some suggestions to avoid heat related stress.

- Cover up. Loose-fitting clothing made of breathable fabric shades your skin from the sun and helps wick away perspiration, which naturally cools the body.
- Give up the sunny side. While a sunny outlook is great, it's a lot more comfortable in August and September to cross the street and walk in the shade. Make your own shade with a brimmed hat.
- Go easy. Reduce the weight of your load or pace of your work to avoid overexertion. Take breaks and be aware of your limitations.
- Go natural. Drinking cool water can help lower your core temperature and replenish what is lost to sweat. Caffeine and alcohol can dehydrate you and should be avoided.

**To keep your marriage brimming with love in the wedding cup,
whenever you're wrong, admit it; whenever you're right, shut up — Ogden Nash**

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