

CHOPPY MAR-  
KET SOLUTIONS

- SINGLE PREMIUM ANNUITIES
- FLEXIBLE PREMIUM ANNUITIES
- UNIVERSAL LIFE INSURANCE
- WHOLE LIFE INSURANCE

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## Annuities: Safe Choice in Choppy Market

With the recent credit and market insecurities, many people have lost as much as 55% of previous investments in their stock driven 401k's and IRA's. For some, this isn't the end of the world as they may be young enough to make up for the losses in the future. For others, the loss comes right at the time of retirement and will have devastating financial outcomes.

Given the current market conditions and the sea-saw nature of the S & P and Dow Jones, now may be a great time to consider an investment in an annuity backed IRA. These operate differently than stock driven IRA's,



**To help solidify your portfolio during these economic times, look towards annuities for guaranteed long term growth.**

since there is no risk of losing your investment. These types of IRA's offer guaranteed interest rates which, as we have all now seen,

stocks do not! Annuities also have no maintenance or loading fees attached.

There are various types of annuity products available, some of which are readily available to transfer your existing stock driven IRA's directly over to a guaranteed interest rate annuity IRA. Whether you have a qualified or nonqualified fund, we have a solution to fit your needs.

Now is the time to talk with your Absolute Agent and discover the awesome power of guaranteed interest rates combined with the power of compounding interest.. Don't let your money slip away in the market. Call today for information.

## Life Insurance = Lifestyle Assurance

Most people agree that life insurance is a very important coverage aspect when asked about protection, however, many people are still uninsured for the inevitable.

Perhaps this is due to a misconception of the actual cost of life insurance or the fact that people

are relying on the employer sponsored plans. In actuality, life insurance can be a very affordable way to protect your families' lifestyle when the breadwinner dies. Granted, employer sponsored plans are fine, but very few individuals realize how much they are covered for under those plans.

While those plans are better than nothing, they will not transfer when employment ceases.

Talk with your Absolute Agent today and have them review the various plans and coverage that you need to ensure that your family can live the way you intend even after your passing.

**Remember: You can give a man a fish and he can eat for a day, or you could have that man call Absolute and save money all year!!!**

## Roadside Assistance Replacing Reimbursement

Through out the years, auto insurers have added various aspects to their coverage platforms at reasonable costs for the insured's benefit. It used to be that "Full Coverage" meant only that you had coverage in the event of an accident or hitting an animal. Now there are truly varying tiers of "Full Coverage". Some tiers include coverage for glass breakage, rental car reimbursement, loan/lease gap payoff coverage, identity theft, and now roadside assistance.

This is a stark difference to the prior benefit of towing and labor reimbursement for a set amount. In this scenario, in the event of a breakdown, the insured has to locate a service specialist (whether it be a tow, lock-out, tire change, or other assistance) and then pay the up-front cost of the service. From there, the insured has to forward the receipt to the insurance company and await the



reimbursement to be mailed out. Again, these types (like all coverage) have coverage limits whereas, if the coverage is for \$50, and the tow was \$75, then the company will pay the maximum of \$50.

Most of our companies have now changed over to what is known as Roadside Assistance to replace the towing and labor reimbursement. The most prevalent benefit this coverage has over the previous is that now the insured simply has to call the claims number indicated on their auto ID card and the company will contact a service

provider and dispatch them. The next major benefit of this service is that it is a "sign and drive" coverage, meaning there is no out-of-pocket expense to the insured. The premiums for the coverage are built directly into the monthly, semi-annual, or annual billing.

While some of our companies still only offer this feature on vehicles that carry Comprehensive and Collision coverage, there are some that will allow for Liability only cars or wrap together as a policy wide benefit for a fixed cost no matter how many vehicles are on the policy.

If this interests you and if you are not sure how your particular company handles this new and unique feature, do not hesitate to contact your Absolute Agent. In today's economy, people are holding on to cars longer than ever and this may be very important coverage!

**Contact either Jeff or Dan to discuss your companies offers for Roadside Assistance today at 515-279-2722 or visit our website at [www.insaia.com](http://www.insaia.com) to post a question regarding your coverage and needs.**



## Absolute Kitchen: Chicken Barbecue Quesadillas

Recipe found at **FamilyFun.com**.

- 2 cups cooked chicken, finely chopped
- 1/2 cup store or homemade bbq sauce
- 1 tablespoon minced onion
- 8 large tortillas
- 6- 8 ounces grated Mont Jack cheese

Heat the chicken, bbq sauce, and onion together in a small saucepan until warmed through. Meanwhile, have the kids use 2 1/2 or 3 inch cookie cutters to cut the tortillas into pairs of matching shapes (ideally, you'll end up with 12 to 16 pairs).

Place one of each pair shapes on your work surface and sprinkle cheese on them. Add tablespoon of

the chicken mixture and add a little more cheese, then top with the matching tortilla shapes.

Right before serving, place the assembled tortillas, a few at a time, on a warmed griddle and cook over moderate heat for 2 minutes on each side. As you cook them, transfer the tortillas to a baking sheet kept in a warm oven until all are done. Serve immediately. ENJOY!



# You've Got Q's: We Got The A's

**Q:** How come my home is insured for more than what it is worth?

**A:** This is tricky. Your home has several ways in which it is so called 'valued'. To begin, you have an assessed value. This is the value of the home for purposes of taxation only. The next value is the appraised value. This is a standardization tool used by mortgage companies to determine the market value of the home. This takes many things into account, but attempts to take several homes, of like kind and quality, with all similar characteristics, that have recently sold and averages that value. This is for realtors, banks, and mortgage companies. For insurance purposes, we use what is called Replacement Cost Estimators to determine the coverage amount.

These replacement costs consider the age of the home, the type and quality of the construction, and the finished square footage of the home. They also take into account the current construction market as it pertains to the cost of labor and material. When considering the replacement cost, the insurance company has the responsibility to make the insured whole after a loss. Should there be a total loss to the home, then the company would attempt to rebuild it. It is important that the home be insured to that value for obvious reasons, but also due to the co-insurance clause that states if a home is insured to 80% or less, the company is only responsible to pay that insured-to-value percent. Example: \$100,000 home insured to \$70,000. There is a loss of \$10,000. The company would pay only \$7,000 minus the deductible.

**Q:** I'm looking at buying a motorcycle, can I add that to my auto insurance policy?

**A:** No. Motorcycles, ATV's, and snowmobiles would be on a separate policy from your auto insurance. These policies are generally annual and include discounts built into the premium for the lay-off periods when the bike would not be on the roads (i.e. winter).



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