

Insurance Update



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BILLING

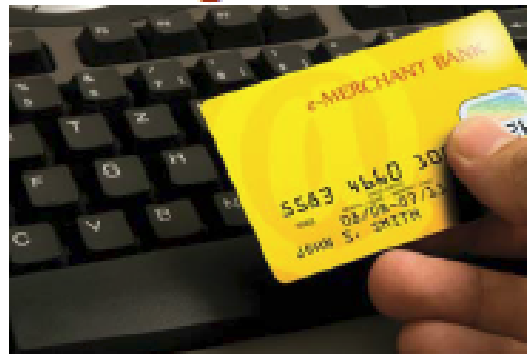
Managing Your Billing Account Online Is Easy

Providing you an easy, accessible and user-friendly way to manage your own billing account is important to Auto-Owners. Because of this, Auto-Owners Insurance is pleased to offer billing account access over the Internet using its online billing services.

This program lets you view, print and pay your premium invoices 24 hours a day, seven days a week. It also gives you the ability to view your policy declaration pages and certificates of insurance, and includes an option to make changes to your billing information.

Enrolling is easy: Go to www.auto-owners.com and click on the **CUSTOMER LOG IN** button, then select **Enroll Now**.

Once enrolled, you will be able to



View and Pay the most recent invoice, and view up to 18 months worth of invoices. You will also have the option to go paperless. An e-mail will be sent 20 days prior to the due date as each new invoice is ready for viewing and payment. When you choose to go paperless with your billing invoices as well as your policy declaration pages, you will be eligible for a \$5 per eligible policy (home, auto, mobile home) discount.

A personal identification code (PID) will appear on your regular premium invoices as well as your declaration page. For security purposes, the PID is required when you select billing accounts for online viewing and paying, as well as to add and view your declaration pages online.

Auto-Owners also has billing account representatives available to assist you, by phone or e-mail, with any online questions that you may have. And more good news: Billing installment fees are eliminated when you enroll online.

Enroll today and begin enjoying the convenience of viewing your policy declarations and paying your premium invoices online.

LIFE INSURANCE

Buy-Sell Agreement Critical For Small-Business Owners

As a business owner, it is important to consider how your business will continue or how your interest in the business will be distributed in the event of your death.

An easy way to gain peace of mind with this decision is through the development of a buy-sell agreement.

A buy-sell agreement is a legal contract that is developed with an attorney to outline what will happen in the event of the death of one of the owners or partners of a business. There are several ways buy-sell agreements can be

arranged, but in all cases they require a source of funds to be used to replace the interest of the deceased owner or partner. Those funds are often provided by life insurance policies.

Here's how it works: Life insurance policies are purchased on the lives of each of the partners or business owners. The business itself owns the policies, pays for the policies and is the beneficiary of the policies.

In the event one of the business owners or partners dies, the life insurance funds will pass directly to the

business.

The buy-sell agreement outlines how the life insurance benefit will be used. For example, the funds may be used to pay the deceased partner's family for his or her share in the business, or they may be reinvested into the business.

As your agent, our role in the buy-sell agreement is to help you obtain the appropriate life insurance policy to meet your needs. Please call us today to learn more.

PERSONAL INSURANCE

What Can A Farm Policy Offer Me?

Many people do not realize their hobby farm, 4-H animals for the kids or love of horses has grown into a "farm" and may be better suited to be covered by a farm policy rather than a homeowners policy.

Auto-Owners provides coverage for farms of all different sizes, from the extremely large cash crop operation to the small hobby horse farm.

There are benefits to having a farm policy if you have a large or small farming exposure. A farm policy can provide you with coverages that may not be available on a standard homeowners policy, such as:

- Coverage for all of your farm-related

equipment, livestock, grain and also unique items such as a horse carriage or antique tractor.

- Replacement cost and



special perils are available for your outbuildings such as horse barns, hay sheds and machine shops.

- Farm policies offer a variety of endorsements that are specific to farming. For example, we can provide coverage for the rental of a piece of equipment if yours is damaged by a covered cause of

loss. This could be a very useful endorsement to the farmer who picks up a rock in his combine head during the thick of harvest.

In addition, a farm insurance policy will allow you to cover your dwelling (s), farm outbuildings, farm implements, livestock and liability all on one policy. You may also qualify for additional discounts on your automobile or farm umbrella policy.

If you think you may have outgrown your current policy or would like additional information on what an Auto-Owners farm policy could offer your operation, stop in or give us a call! We are always happy to discuss your individual insurance needs.



Even if you have a small farming operation, or you have a few horses, a farm policy from Auto-Owners Insurance may provide better protection than a homeowners policy.

BUSINESS INSURANCE

Building Service Contractors Bonds Have Broad Appeal

Auto-Owners wants to write your employee dishonesty coverage – whether it be for you as the named insured or for a third party you are performing work for!

Building Service Contractors coverage provides Employee Dishonesty coverage to a third party while you are performing work on their premises.

Building Service Contractors coverage is often referred to as a "janitorial bond."

Some competitors limit this coverage to janitorial risks. Auto-Owners will consider writing Building Service Contractors coverage for just about any insured that does work for others while on their premises.

This coverage can be written on its own policy (or "monoline"), or in conjunction with your package policy.

Coverage is provided upon conviction or confession for the actual cash value

of the item(s) stolen by one of your "service employees" under your regular employment.

This coverage is not intended for businesses that handle money and securities for third parties or perform services away from the third parties' premises.

For additional information call our agency and request form 12243, Building Service Contractors Crime Brochure/Application.



Employee theft is always an issue for small business owners. Protect yourself and your company by getting Building Service Contractor coverage.