

Keeping up with the *Jones*

JANUARY 2019

WILDFIRE VICTIMS WERE LARGELY UNDERINSURED

California's massive wildfires over the past year have highlighted that many residents were underinsured. According to the latest figures, nearly 80% of the homes affected by the wildfires were underinsured – of which 60% were severely underinsured. This is not a problem that just affects California.

We pride ourselves in making sure that your home is properly insured in the event of a catastrophic event. Many reasons homes are underinsured include:

- Homeowners wrongly equate insurance limits to the selling price of their home. Replacement cost value and market value are not related.
- A rebuilt home may have to meet building codes that were not in place when the home was first built, and this can add as much as 35% - 50% to the cost of reconstruction.
- Construction costs increase following a disaster; in California, building costs have increased by 30% to 35% due to the surge in demand for labor and materials.
- Increased competitive market. Many companies are focused on the lowest price, and they reduce the limit to reduce the premium.



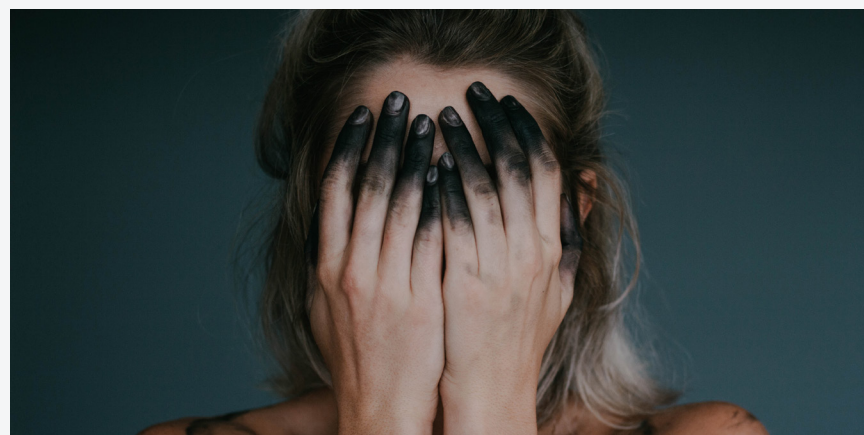
It is important to remember that if your home would be damaged, we have to think about what it would cost to rebuild the home with new regulations, new materials, higher labor costs, costly architectural plans, required demolition and debris removal, contractors' overhead and profit, and more.

For most of us, our home is our largest investment. It is imperative that we work together to accurately insure your home from disaster. We hope the disaster never strikes, but we want you to be part of the 20% that has the right protection to rebuild your home and put the pieces back together as quickly as possible.

CLAIMS CORNER

Claim paid \$34,869

Contractor failed to seal off firebox from the interior of the home and when they installed a new chimney liner, clay tiles in the chimney collapsed. This caused soot to be expelled into the home and it had to be professionally cleaned. Since the soot was not caused by a fire or by an equipment failure, there is a good chance this claim would not be covered under a typical homeowner policy. We are currently working with the contractor for reimbursement, but their policy will only pay a depreciated amount, while our policy stepped up and provided cleanup and paid replacement cost. Not all homeowner policies are created equal.



JONES FUN FACTS

MERRY CHRISTMAS



Our agency's annual gift exchange



The annual Christmas party at Treasure Island

FAMILY TIME



Beth spent time with her son Adam during the Holidays. Adam is a John Glenn Fellow, and just finished an internship with Department of Education.

CONGRATULATIONS GREER'S



(Left) Bobby Greer earned his white coat at Campbell University Medical School this fall.



(Right) Kacey Greer graduated in December from the University of Kentucky and will be working and residing in Nashville after the 1st of the year.

WHAT OUR CLIENTS ARE SAYING

"First, let me compliment Trey on his excellent assistance with our problems in paying Anthem for our new vision/dental insurance. I know he has spent a great deal of time trying to straighten out our payment problems."

VALUED RELATIONSHIPS



(Left) Joseph T. Poelking Jr. with Bob Jones in the middle 1970's



(Right) Joseph F. Poelking with Kevin Jones in 2018.

Both pictures taken at Poelking Lanes on Wilmington Avenue.

JONES IN THE COMMUNITY



Our agency with their gifts for CHOICES; an organization that takes donated gifts for Santa to deliver to foster kids.

Dan, Treva, Jack & Liam Bitler volunteered with Donate Life to decorate cookies for Christmas in promotion of Organ and Tissue Donation.



Dan & Treva Bitler attended the Harvest Home event at Sinclair to support the House of Bread. The House of Bread provides a hot, nutritious lunch every day of the year for those in need.

<http://houseofbread.org/harvest-home>.



Morgan lead a Thanksgiving food drive at her church and they were able to collect 20 Thanksgiving meals and a gift card for those in need around the community!



HAPPY NEW YEAR