

Does it really save money by buying insurance directly from the company?

This is much more of a complicated answer. It's true, we would love to say that the answer is "no," but the fact is, it's a mixed bag. Most direct companies are not what the industry considers to be the best of the best for coverage. That's not to say that you can't get a good policy from them, but how do you know what you're purchasing?

The fact is, auto and home insurance rates are filed with the State, so they can't "cut out the middleman" AND cut out the cost of the middleman. Doesn't a Company still have to pay for the clerks who take your calls to sign you up? They answer those calls from a building that the Company owns, they have benefits paid for by the Company, and so on. Independent agents don't cost anything because they aren't directly employed by the Company.

So, if you pay \$60/month in premium, isn't it worth \$6 to have someone local whom you can turn to with questions? Consider that the premium would actually be the same if you bought your insurance directly from the Company because the rate is filed with the State and cannot be changed. Now does it make sense to have a local rep who cares about protecting you correctly?

The first problem is that most people don't fully understand every nuance of insurance, and the direct writers are often times employing unlicensed telephone order takers to answer your calls. They are usually not trained to catch "gaps" in coverage that you might be leaving exposed. In other words, when you "name your price," what do they have to leave off in order to get there?

At Buckeye Benefit Consulting, we sell coverage, plain and simple. We make recommendations based on your needs and what might be important to you. When we're young and not making much money, it's often amusing to quip, "Go ahead and sue me, I don't have anything for you to take." It might get a laugh, but it's not true in the least. What a decent attorney can get out of you is your current assets, whatever those may be, and your future earnings. You don't want to get up every day for the rest of your life owing someone else a piece of your paycheck, all because you wanted to save a few dollars buying state minimum coverage.

There usually isn't much difference between state minimum coverage and proper liability limits. What about property damage coverage? \$25,000 sounds like a lot of money until you consider that many cars on the road today start at \$40,000. What if you hit two cars that are worth \$20,000 or \$30,000 each?

Give us a call today and let us do our job. We're pretty good at this stuff, probably almost as good as you are at your job!