



Greg Marcyniuk's Insurance Update



A Monthly Newsletter For Friends and Clients of Heritage Insurance

July 2017

Greg Marcyniuk, Agency Owner

*Save up to 20% more
by combining all your
insurance with us!*
Heritage

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- ✓ Home Insurance
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- ✓ Special Event Liability
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- ✓ Restaurant Buildings
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- ✓ Fitness Centers/Clinics
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- ✓ Disability Protection
- ✓ Critical Illness
- ✓ Mortgage Protection
- ✓ Financial Planning

**Save 8%-10%-15%-20%
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Call (306) 693-7640**

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July & Summertime is Here!

Matthew is grinning from ear to ear knowing it's time to head to the lake for the summer, as are Sheila and myself.

With the summer holidays here many people travel out of province, and that being said, you can be exposing yourself to a huge loss if you don't have a package policy. Following I've shown a comparison of basic plate coverage versus a package policy.

Please take the time to read this important information, as well please feel free to share with family and friends.

As always thanks for choosing Heritage Insurance and please be safe out there.

Enjoy your summer,

Greg, Sheila, Matthew and Taco

P.S. We do sell travel insurance as well if you're travelling out of



Matthew braved the elements in the heat and Donned the "Old Fezzer" Moose Suit in the heat at the Shrine Children's Festival. Awesome Job Son!

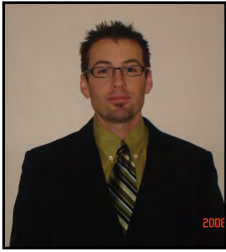
Coverage Comparison Between Basic Injury Insurance and the Enhanced Coverage You Get With an Auto Pak Policy

Coverage	Basic plate coverage	Auto Pak coverage
Third-party liability	\$200,000	Options: \$1 million, \$2 million, \$3 million, \$4 million or \$5 million
Family security	Not available	Matches third-party liability option up to \$2 million
Road hazard glass	You pay first \$700 deductible	Deductible options: \$50, \$100 or \$200
Replacement cost	Not available	Protects your new vehicle from depreciation in the first 36 months from purchase
Damage to your licensed vehicle	You pay first \$700 deductible	Deductible options: \$50, \$100, \$200, \$350, \$500 or \$700
Damage to unlicensed vehicles and vehicles you don't own	Not available	Deductible options: \$50, \$100, \$200, \$350, \$500 or \$700
Loss of use of your vehicle	Not available	Indemnity limit options: \$1,000 or \$2,000

Heritage Insurance Your SGI CANADA Broker

Heritage Insurance Protection Team · TF: 1-800-667-7640 · PH: 306-693-7640 · FAX: 306-692-3661 · Email: contactus@heritageinsurance.ca

Continued: Should I Rely on Group Life Coverage as My Main Source of Life Insurance Coverage?



Russ MacDonald
Life/Retirement
Specialist Agent

Our Customers Say It Best:

"My wife and I would like to thank Greg Marcyniuk and his staff for their no Hassle and very helpful assistants regarding our past claim. Greg's staff were more than helpful, and after contact, adjusters arrived within two days and our problem was fixed in a very short time. Heritage Insurance is of the highest caliber, and we'd recommend their service to anyone - many thanks to Greg and Staff!"

**Rick Hembroff, Buffalo Pound
Lake Saskatchewan, AK**

Last month I touched on a subject with individuals that rely on their employee benefits life insurance as their main source of coverage. After I wrote the article, I once again ran into another scenario of a client who came to me shopping for coverage because he ran out because he was retiring. Because this happened once again and continues to be a frequent problem for many individuals, I want to share his story.

The client was a 65-year-old that worked at SaskTel. He did have life insurance on his group plan all the years he worked there. He, much like many others out there, assumed that he could take his insurance with him upon retirement. With that thought in mind he also elected with his pension a 60% survivorship for his spouse upon his passing. He figured that the life insurance he thought he could take with him would bridge that gap between the 60% pension option he chose. What he was unaware of was that his life coverage was not something that came with him upon retirement. The option he had was to convert the coverage at his current age at limited options for purchase. What does all that mean? Well for those who don't know, the older you are when you purchase coverage, the more risk you are to the life company which means you have yourself one big premium to pay. A premium that needs to be paid at the time you are on a fixed income in retirement years. Not ideal right? One can guess what happens. This individual, much like many others, was forced to look at lower benefit amounts so that he could still have some coverage for his spouse when he died. Remember he chose his pension amount with the assumption he had coverage that would top her up. Now, even though he had a conversion option which was great, it really didn't matter in his situation because the premium was just too high of a cost for him. So this left him with many holes in his plan. He does have coverage but by waiting, it has really affected his retirement.

Remember this story, as it happens time and time again. Chances are it may happen to you. What can you do to ensure it doesn't? If an individual plans ahead when they are younger they can avoid all this nonsense at retirement. When I sit down with a client in their early years we look at having a life insurance plan that becomes paid for by the time the person is ready to retire. I do understand that there are family years to which cashflow is limited but there are also years where the kids grow up and leave the house to which cashflow does improve. These can be the years when we really can magnify savings and should be sitting down to look at the available options. It's really sad when a retiree is forced into either not having coverage, lower coverage or just having the same coverage but paying very high premiums for it. The answer once again is to plan ahead. It takes a little effort but the savings and the peace of mind will be worth it. Trust me!

If you would like additional information on this valuable coverage, please don't hesitate to contact me.

Russ MacDonald, Heritage Insurance Ltd., 306-631-9738

New Hours:

To serve you better
we have changed our
hours of operation

Monday - Friday
8:30 - 6:00

Saturday
9:00 - 4:00

Heritage Insurance In YOUR Community

Greg is pictured with Darroch Cairns Chair of the Moose Jaw Shrine Children's Festival.

Heritage Insurance is happy to support the Moose Jaw Shrine Children's Festival and many other community organizations!



2017 Referral Contest - We're Doing it Again! 4 Big Screen TVs! 8 iPad Air 2's!

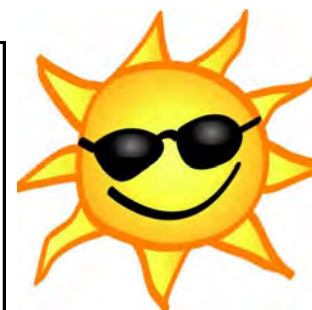
Anyone can refer a friend and be entered to win either an iPad Air 2 or a 50" LED Smart TV!
Tell Your Friends & Family About Heritage Insurance and You Can Win Too!

Heritage Insurance "Referrer of the Month" Winner:

Dave Tillie - iPad Air 2!



Next Month's
Winner:
This could
be you!!



Coverage Comparison Between Basic Injury Insurance and the Enhanced Coverage You Get With an Auto Pak Policy cont.

No Fault coverage ¹	Basic injury coverage	Auto Pak coverage
Income benefits	Pays 90% of net income, subject to a maximum gross income of \$92,076 (2015), which is indexed.	Pays the 10% of net income not covered under basic injury insurance, plus a formula net income in excess of basic plate insurance. Matches 3rd-party liability limits to \$2 million.
Death benefits	Pays 50% of the income benefit the deceased would have been entitled had they lived, plus 5% for each dependant under age 21. Benefit paid to spouse.	Pays any additional amounts required to bring spouse's payments up to 50% of deceased's net income and 5% of net income for each dependant.
Education allowance	Pays up to \$45,442 (2015) education and training for homemaking spouses.	Pays an additional 50% in excess of basic injury insurance.
Funeral expenses	Pays \$9,910 (2015)	Pays up to an additional 50% for actual expenses over basic injury insurance amount.
Tort coverage ¹	Basic injury coverage	Auto Pak coverage
Income benefits	Pays up to \$20,176 (2015) annually. Maximum \$388 per week for totally disabled and \$194 per week for partially disabled. Maximum 104 weeks.	Pays an additional 25% of the weekly income benefit paid by the basic injury insurance amount. Maximum 104 weeks.
Death benefits	Pays 45% of the deceased's net income to spouse, subject to maximum annual income allowed. Plus 5% for each dependant younger than age 21.	Pays any additional amounts required to bring the spouse's payments up to 50% of the deceased's net income, subject to the maximum annual income allowed. Pays any additional amounts required to cover up to 5% of the deceased's net income for each dependent.
Funeral expenses	Pays \$6,459	Pays up to an additional 50% for actual expenses over basic injury insurance amount.

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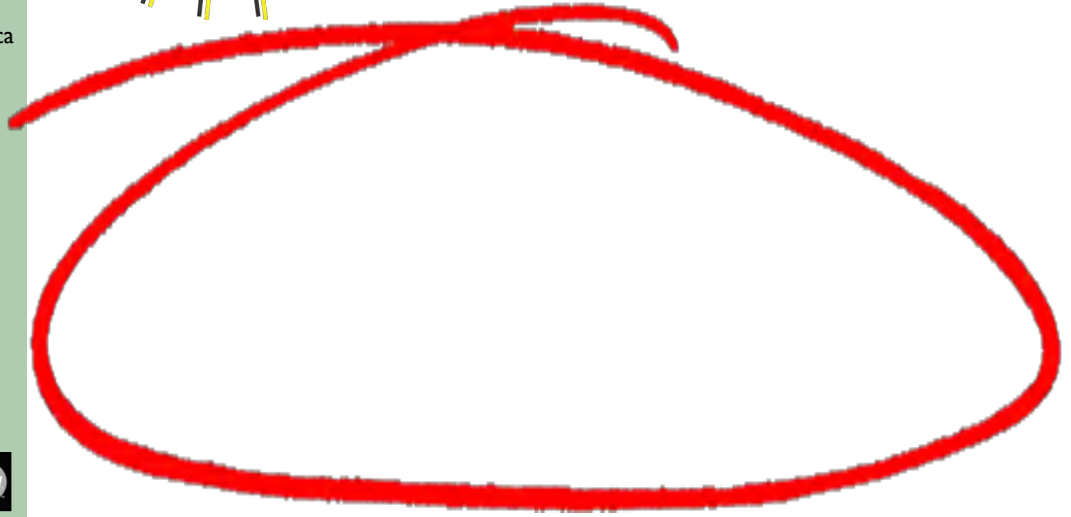
Monday - Friday
8:30 - 6:00

Saturday
9:00 - 4:00

Plenty of Free Parking!



Publication Agreement No 41251519
Return undeliverable mail to:
Heritage Insurance
100A Fairford St W
Moose Jaw SK S6H 1V3



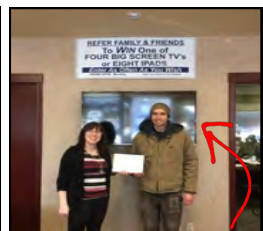
Check out the 2017 Referral Winners! Tell Your Friends & Family About Heritage Insurance and You Can Win in



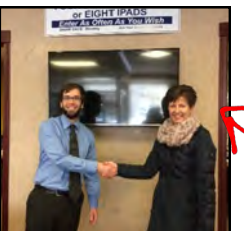
Matt Hetherington - 50" TV!



Stan Kreutzer - iPad Air 2!



Derek McKenzie - iPad Air 2!



Linda Goby - 50" TV!



Terry Stevens - iPad Air 2!



Abner Mangaoil - iPad 2!



Dave Tillie - iPad 2!



Judy Dougherty & Doug Sullivan -



Your Motor License Issuer



Kerri Friesen - iPad Air 2!



Darci Rayner - iPad 2!



Ron Thul - iPad 2!



Edmar Gotana - 50" TV!