

## QUESTIONS TO ASK WHEN YOU'RE BUYING AUTO INSURANCE

*Auto insurance coverage terms and limits and service quality can vary greatly among policies. Choosing the lowest price could end up costing you a lot more if you have an accident, especially if you own a high-end auto. Ask the following questions to make sure you understand the quality of coverage you are buying.*

**1. Will the policy cover replacement parts from the original manufacturer?**

Some auto policies will only pay for “generic” auto parts from third-party manufacturers. The quality of these parts may differ from the originals. The discrepancy can be of particular concern to owners of luxury or high-performance autos. Policies designed more for the affluent customer, such as the Atlantic Master Plan, will pay for parts produced by the original manufacturer, also called “OEM” parts.

**2. How much will I be reimbursed if my car is “totaled”?**

Even if your seven-year old Lexus looks and runs like new, standard policies sold at the lowest rates can take thousands out of your reimbursement by applying the most aggressive form of depreciation. Ask about adding an “agreed value” clause to your policy, an option available with the Atlantic Master Plan. This feature enables you to set the value of your auto before it becomes a total loss.

**3. Will the cost of renting a comparable car be covered?**

Low-price insurance policies may come with per-day and total spending limits that barely pay for briefly renting an economy car. Since repairing or replacing your auto could take weeks, consider policies with limits that will allow you to rent a comparable car for an extended period. The Atlantic Master Plan auto policy has no per-day cap and comes standard with a \$1,200 total limit.

**4. What quality of claims service can I expect?**

Even companies selling low-price policies promise to deliver excellent claims service, so it's best to seek a second opinion apart from the company's website or advertising. Ask an independent agent. For many years, Atlantic Master Plan clients who have had a claim have reported satisfaction ratings of 97% -- or higher.

**5. Will the policy cover the full cost of repair at my favorite auto shop?**

Other companies may force you to take the price set by their repair shops, which might not meet your quality standard. The Atlantic Master Plan allows you to choose your favorite local shop and then works with that shop to make sure your car is repaired to your full satisfaction.

**6. How high are the liability limits in the policy?**

When you compare the price of policies, make sure you are comparing policies with the same liability limits, including those for uninsured motorists. While many states set minimum liability levels, those limits may not be advisable for affluent customers, who make lucrative targets for lawsuits. Choosing a low price policy with low liability limits can put much of your net worth at risk.

**7. Will I be reimbursed for overnight expenses if my car breaks down far from home?**

Standard industry policies do not cover the cost of overnight accommodations, meals, and phone calls to rearrange your plans. When you're stuck more than 50 miles from home, the Atlantic Master Plan covers up to \$1,500 of those costs for a one-night stay.

**8. Will I get lower rates if I don't make any claims for several years?**

Many companies give discounts to drivers with no accidents or moving violations for five years. The size of the discounts may vary, however, so be sure to ask what benefit you can expect. In addition to a premium discount, the Atlantic Master Plan has a program whereby auto policyholders with a \$1,000 deductible or more receive a 10% credit in a “deductible reserve” for every year they are loss-free\*. When customers do have a claim, the amount they have built up in their “deductible reserve” effectively reduces the out-of-pocket deductible they must pay.

**10. Will I get a break if the same company insures my home?**

Most companies offer discounts when they have your home and auto policies — just ask how much. The Atlantic Master Plan provides a discount of up to 12% through its package policy, which combines home, auto, and umbrella coverage.

**11. Am I covered if I rent a car while abroad?**

Standard policies do not extend coverage on a worldwide basis. The Atlantic Master Plan covers physical damage worldwide.

**Important Notice:** Any descriptions of coverage contained in this brochure are meant to be general in nature and do not include nor are intended to include all of the actual terms, benefits and limitations found in an insurance policy. Coverage may vary by state. The insurance policy and not this brochure will form the contract between the insured and the insurance company, and governs in all cases. Consult your agent and Policyholder Declarations Page to determine the insurance company that underwrites your policy. \*Deductible Reserve program not available in New York State.