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WHAT'S HAPPENED IN 2018

We are very thankful to be announcing our 7th anniversary. We appreciate your business and friendships.

The health insurance market is still in constant flux for under age 65. As this letter is being written we are having meetings with all the companies that will be offering insurance in 2018-2019. We will be up to date on your behalf and look forward to our next meeting.

For our clients that are on Medicare or getting ready to transition to Medicare, the waters are calm. With that said, we take nothing for granted. We want to shop your Part D plans in the Fall and make sure you are always in the best Medicare Supplement plan. Medicare recipients are receiving new cards, please call us and your physician with your new ID # so we can update your records and destroy your old one. Thank you for your business, we are always here to be "Your Trusted Time Saver"TM.

-Paul Doran

Student Loan\$

Congratulations to the class of 2018!

Ugh, who wants to talk about student loans, its summer time! I know I sure don't, but I also want to give the class of 2018 a heads up; you're about to get slammed with your first loan payment. Student loan companies are great like that. They're so excited that you just graduated from a 2 or 4-year college program that they want to give you the gift of your first loan payment just 2 months after graduating. Congratulations!

The United States currently has students borrowing money from over 44 million lenders which results in \$1.5 trillion in student loan debt... are you ready for this? That's second only to mortgage debt and about \$620 billion more than the total U.S credit card debt (Forbes). It's a burden that students have been facing but now it's becoming a burden for families. With college tuition climbing to the top of "the most expensive things to buy" parents must get involved in order for their children to attend college. The scary thing for the parents is that they become the co-signers and become the ones most at risk. Most students don't understand what it means for their parents to co-sign. It simply means that if you take a significant amount of money out for college and something happens to the student the parents would be responsible for paying the rest of the loan. Be aware that there are still 8.4 million parents ages 50+ still paying off their **own** loans.

Student loans aren't meant to scare us. They are here for us to get an education, teach us life lessons and guide us to a successful future. My last tip for the class of 2018 is protect what your parents gave you. Think about protecting them with Life Insurance, on you.

\$ Fun Fact: In 2016 New Hampshire had the highest average student loan debt per student at \$36,367 (Forbes).

\$\$ Fun Fact #2: A 23-year-old can take out a 10-year term life policy, with a death benefit of \$150,000.00 and only pay as much as \$9 a month! *subject to underwriting approval.

-Jessica Lapar
Class of 2016- St. Michael's College

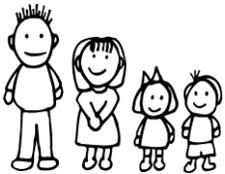


“Ohana means family...”

Have you ever driven by Doran Independent Insurance and checked out our sign?

95% of the time you’ll see something like “Life Insurance costs less than your everyday coffee”, “Life Insurance is love protection” or an important statistic about Life Insurance. This is because we truly believe that Life Insurance is extremely important and beneficial for everyone.

We work diligently with many carriers to help provide you with the coverage you and your family need. No matter how old you are, the amount you can afford or even if you're in over your head with debt, we can still help. Don't let all those myths about Life Insurance being too expensive, stop you from asking us, chances are we can prove those myths wrong.



“Ohana means family, family means nobody gets left behind or forgotten” - Lilo & Stitch

Life Insurance comes in 3 ways:

Term Life, Universal Life, and Whole Life all of which protect your family, your assets and yourself. if anything were to happen. You can have Life Insurance for a fixed amount of time or have lifelong coverage. Typically, you don't have to worry about a premium change and the younger you are the better rate you can lock in. The death benefit you choose is guaranteed and will never decrease unless you, as the insured, would like to change it. Lastly, depending on the Life Insurance you purchase you may also have the option to accumulate cash value which serves as a savings component within the policy. Please be mindful that some carries require underwriting.

To learn more please call the office or follow our “For Your Family” campaign. You can subscribe by emailing jessica@doranindependentinsurance.com

-Jessica Lapar



Protection from life's uncertainties is an ongoing challenge for all of us.

Without a crystal ball to predict our future we simply try to manage our risks of illness, injuries and general mishaps. Doran Independent Insurance knows this can be overwhelming. Helping you to manage those risks is our goal. Here are some options to consider in this quest. Of course, we are always available to talk with you regarding your specific situation.

What is Critical Illness Insurance?

Every day, someone struggles with extensive medical costs associated with a critical illness. Often this is the root cause of a personal bankruptcy. A specified health event considered to be 'critical' can be Heart Attack, Stroke, Coronary Artery Bypass Surgery, End-Stage Renal Disease (kidney failure), Major Third-Degree Burns, Coma and other severely, debilitating conditions. Many of these events may impact someone's ability to work and what if their health insurance is through their employment? Yikes!

Basically, a Critical Illness Insurance policy will pay out a lump sum once there has been a diagnosis for a specified illness. Some plans may pay incremental amounts based on the medical services rendered. If a person experiences more than one, unrelated specified health event, they could receive payment for each. In most cases the sums paid are paid directly to the insured so if it is the mortgage that needs to be paid, those funds can be used for that.

When shopping for this protection it is important to know that not all policies are the same, so a measure of diligence is recommended to ensure that the plan you want to purchase is the plan that would serve you best.

Accident Insurance

"That's why they call them accidents!"

Those things that happen unexpectedly and can result in injuries. Injuries that can prevent us from continuing as we had been with work, play and life in general. A trip to the emergency room is well known to cost in the range of thousands of dollars! If you have a health insurance plan that has a large deductible or out of pocket maximum, this can hurt (more than the injury)!

Accident policies are designed to assist you with those unexpected costs and the amounts paid out to you can be used at your discretion.

Disability Insurance

Most everyone understands that to continue to have a vehicle, you may need to purchase auto insurance to assist with keeping that necessary transportation. The same is true of insurance for your home. If you want to be able to share the risk of the cost for a new roof when a tree hits it, you would buy homeowner insurance. ***How many folks think of their income that way?*** If you couldn't earn an income, what would suffer? Just about everything! Your income is what allows you to run everything else in your life: Housing, food, clothing, roof and car repair, etc. Your income is one of your most valuable assets.

Disability insurance can be purchased either individually or through a workplace in many cases. While it won't protect 100% of your earned income, a general rule of thumb is that it will protect about 60%. You may have to cut out cable TV, restaurants or the island vacation but it will help you keep your base of operations going like your mortgage/rent, car payment, health insurance and utilities.

-Dianne Chase

Dental & Vision

Dental Insurance and Vision Insurance, are they right for you?

Health Insurance and Life Insurance are “**must haves**”, meaning it is easy to come to terms with their value and make room in your budget to support your decision to secure the coverage. Dental and Vision are not as easy to come to terms with and sometimes not right for everyone. If you are considering Dental Insurance or Vision Insurance, we suggest you understand the plan benefits completely. Waiting periods, networks, coverage maximums, calendar year deductibles, and plan usage are all important variables to consider. It is the family or the individual who actually use these plans heartily that will find the best value and will be rewarded with substantial savings. We can help you weigh the value of these plans, navigate the enrollment, and teach you how to make these premium dollars work in your favor. This is a great time of year to ask for an appointment with your agent to learn more about how Dental and Vision Insurance can save you money.



-Nancy Papp

Health Insurance for the Small Business

Small businesses understand very well that there are significant costs to running and maintaining their livelihood. In addition to that, having good, reliable employees can make all the difference! So how does a business owner find those reliable employees and better yet, keep them? In today's health insurance atmosphere, benefits are a desirable commodity.

As a business owner a few things to keep in mind when you decide to offer benefits would be:

- Are you **compliant** with the Affordable Care Act law?
- The amount you can/want to contribute toward the employee's cost of coverage
- The design of a health plan and how great a value it would be to an employee
- When to offer the coverage
- Who to offer the coverage to
- What are the rules and criteria that need to be met for the insurance carrier

If the small business cannot meet the required criteria for a small group health plan, there are other options:

- Qualified Small Employer Health Reimbursement Arrangement (QSEHRA) – this allows an employer to assist with health care costs for employees without the formation of a typical health insurance policy. There must be a formal plan in place with the employer which speaks to the particular details of the benefit.
- Ancillary benefits – while health insurance seems to be foremost on everyone's mind, there are other benefits that also create value such as group life insurance, short term disability insurance or long-term disability insurance. There is often a more **relaxed underwriting process** which would allow coverage for someone who might otherwise not qualify for these types of coverages on their own.
- Supplemental benefits – These are typically voluntary benefit plans for which the employee pays but they may be paid for by an employer instead. AFLAC is the first to come to mind with an offering of plans for protection of Cancer, Disability, Specified Illnesses and more.

Every business is a little different and Doran Independent Insurance would be happy to discuss your goals and the options that may make sense for them.

-Dianne Chase

Brace yourselves!



Medicare Part D Prescription Drug Over Age 65

10/15/2018 through 12/7/2018 is the time to make changes to your current plan. We look forward to shopping all the plans that will be available to you. We need your help. Please be on the lookout for mail early this Fall and send it back to us so we can do the shopping. We will then be happy to schedule an appointment with your consultant in making the best use of your valuable time.

Affordable Care Act (ACA) Under Age 65

November 1, 2018, to December 15, 2018, is the time to make changes to your current individual health plan. We have been diligently watching the marketplace and will be ready to meet with you to discuss options available in NH for 2019 during the open enrollment period. We will be calling to schedule an appointment for you with your consultant.

We encourage annual reviews of all your policies throughout the year, please call to schedule an appointment with your consultant at any time. We look forward to taking the hassle out of understanding your plan benefits.

-Amanda Rydlewski