



5 Ways to Save Hundreds!

Insuring Your Teen Driver

WHITFORD
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By Joseph Novielli

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Welcome to the wonderful world of insuring young drivers! My wife and I have had the experience of 4 teen drivers on our policy over several years. Besides the obvious concern about their welfare behind the wheel, we worried about the overall exorbitant costs associated with buying the insurance coverage. (What? You think it's free for insurance agents?) Over the years, many of my clients have asked how they can protect their kids without breaking the bank. You can employ my top 5 strategies to save you money and maximize coverage.

1 Have your son or daughter take a certified driver training course.



These classes can be taken on-line and behind the wheel. Though sometimes expensive, you will receive large discounts on the auto policy after successful completion. Normally, the discount is extended for 3 years and you will make up the expense in savings in the first year.

Not only that, you won't have to pay for psychological counseling since a professional will be teaching your kid how to drive!

2 Make sure your insurance company only adds your child AFTER he/she is licensed.



We get a lot of calls from folks that tell us their current company demands that permitted drivers be added before they obtain their real license. This can be very expensive and unnecessary. Your child will be covered while on permit and learning to drive under most insurance policies as long as they are with a legal adult and have permission to operate your vehicle. Some insurance companies try to take advantage of you and "require" adding the driver early. If this happens to you, find another agent or insurance company pronto!

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3 Before your teen gets her/his license, check with your agent or company to see how they rate occasional drivers with those who drive on a more regular basis.



Naturally, the more available a vehicle is the higher the cost to insure it. So if you have two cars and there will be three operators, it will cost less to insure your child than if there are three cars and three principle operators.

There are other money saving strategies under this category too numerous to detail in this report. You can contact me or one of our teen driver specialists at 1.800.221.9542 x197 to review your specific situation.

Require your child to pay some of the premium.

4



It's been my experience that kids with "skin in the game" operate vehicles with more care and are less likely to let their friends drive their car. You'd be surprised how many claims we get where our insureds weren't driving the car! The claim is paid, but the parents end up getting surcharged for three years for someone else's careless mistake.

5 Use an independent insurance agent to develop a policy for your family.



Independent agents represent many companies thus affording you many more competitive choices. There's no getting around it, having a teen driver in your household can be expensive. Shouldn't you be dealing with someone who can provide you with as many choices in price and coverage as possible? You want the best protection for the least amount of money.

Agents that represent just one company or direct writer companies can only show you one product. Choose an agency that represents multiple insurance companies.

Well, there you have it... 5 ways to begin saving on the high cost of insuring your teenage son or daughter.

Like most things, insurance coverage and savings strategies change on a regular basis. We're always adding new ways to help our clients save. We've helped hundreds of folks just like you over the past 25 years. Call us at 1.800.221.9542 x197 to see if we can help you save money and better insure your teen driver.



6



Don't let your child get their own policy with State Minimum Limits.



Your teen's coverage for liability and medical should match those on your policy. Most folks are tempted to underinsure their child to save money. But many don't realize that if an accident occurs and there's not enough coverage, the child could end up getting their future wages garnished.

About Whitford Insurance



Joe Novielli, Jr. Owner/Partner

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Joe began his insurance career in 1982 at INA as an underwriter. He subsequently worked at National Grange Mutual, Crum and Forster Personal Insurance, and HPB Inc. rotating through all sectors in the property, casualty, life, health and business insurance arena.

In 1990, Joe founded the independent agency of Insurance Advisory Network, Inc. His business grew from zero clients to well over 800 in less than 4 years.

In 1994 Joe's agency merged with Whitford Insurance Inc. becoming Whitford Insurance Network, Inc.



Robert A. Ward, CPIA, CIC,
Owner/Partner

Robert A. Ward, CPIA, CIC, Owner/Partner

Bob began his insurance career in 1980 at General Accident insurance company in Philadelphia as a third party claims adjuster. In 1981 he moved to INA insurance company as an underwriter.

In 1983, he joined The F.J. Ward agency in Coatesville as an independent agent. In 1986, he purchased the agency with his brother Frank, and in 1990, he formed his own agency, RA Ward Agency. In 1993, Bob merged his agency with the Whitford Insurance Network, Inc. in Exton, PA.

Bob earned his CIC designation in 1985, his CPIA designation in 1989, and his CWCA designation in 2009.

Bob has also been active in insurance education, and in 1995 was accepted onto the National Alliance CIC Faculty. Bob has taught commercial insurance seminars in over 20 states to date.

