



# INSURANCE HIGHLIGHTS

MARCH 2025

## WHEN IS A CAR CONSIDERED TOTALED

### ...AND WHAT HAPPENS WHEN IT IS?



The first step in determining whether a car is totaled (or, in insurance terms, a total loss) is to calculate its actual cash value (ACV) at the time of the loss. The ACV is how much your vehicle is worth after factoring in depreciation. On average, vehicles depreciate more than 20 percent the first year and approximately 10 percent each additional year for the first five years according to Carfax.

#### How is total loss value calculated?

At Erie Insurance, a claims adjuster assesses your vehicle's condition. Then, they generate an accurate estimate of your vehicle's market value based on its mileage, condition, options and other comparative factors.

Another factor is the resale value of the parts and the metal. This factor, known as the "salvage value," is considered along with the cost of repair.

If a vehicle's cost of repair plus its salvage value exceeds the vehicle's ACV, it is typically declared a total loss.

#### How much does insurance pay for a totaled car?

If your vehicle is a total loss, you have two choices: You can take the cash settlement for the ACV of your vehicle or, if your state allows, you can "retain the salvage" and request the title and vehicle be returned to you.

Most customers choose to take the settlement value and the payment goes to the customer if the vehicle is owned outright. If there's a lienholder, such as a bank, payment

goes to that lienholder. (Anything left over after paying the lienholder, however, goes back to the customer.)

#### What insurance can help pay for a totaled car?

The two most common are collision coverage and comprehensive coverage. If you have these optional coverages on your ERIE auto policy, you have protection up to the actual cash value amount if your vehicle is declared a total loss. Collision protects you if you hit another car or overturn. Comprehensive protects against events like fire, vandalism or hitting a deer.

#### What happens when your car is totaled and you still owe money on it?

It's true: A new car depreciates the moment you drive it off the lot. Since the cash payout for a totaled car is based on actual cash value – not the amount you have left on your car loan – you could be in a tough spot if your car is totaled and you still owe money.

*Good news: There's a way to protect your investment.*

Consider adding the Auto Security Coverage Endorsement to your ERIE auto policy for a few extra dollars per month. If you have a lease or loan on your vehicle, the endorsement will help if you owe more on the vehicle than what it's worth.

*See what's different about car insurance from ERIE and request a free quote from MVP Insurance.*

### Our Monthly Newsletter For Family, Friends and Clients



Joshua Medure  
Agency Partner



David Varrati  
Agency Partner

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# GUESS THE CELEBRITY?

Send your answer to [service@mvpins.com](mailto:service@mvpins.com). and you could

## WIN A \$25 GIFT CARD

*HINT...he Dances With Wolves*

Every correct answer will be entered into a drawing, and we'll select one winner.

Last months winner:  
**Jennifer Magistro**  
it was...Kevin Costner

No purchase necessary. Contest open to everyone.



# HOW DO I INSURE MY OLD HOME?

Everyone loves a home with real character built right in, and they just aren't built like they used to be. Older homes come with many unique quirks and designs that are not seen in modern buildings, making them appealing to many homebuyers. However, before diving into a beautiful older home purchase, many are left wondering, how do I insure it?

## So Why the Fuss?

When it comes down to it, insuring older homes is considered more expensive. Insurance policies on older homes will vary from company to company, of course, as many factors are considered, including things like:

- **Home's age.** Sometimes homes must endure decades, even centuries, of wear and tear from being lived in and the environment around them.
- **Plumbing systems.** Older plumbing systems were made using galvanized steel piping, these pipes are no longer used in home construction due to common rust issues leading to leaks and breaks.
- **Electrical wiring.** Older electrical systems again use less common materials —such as older knob and tube wiring — that are not up to modern day codes. These can pose a fire risk and often are not run on the correct amps for current standards.
- **Roof age.** Older roofs have been exposed to the elements for decades and materials often start to break down, this leads to leaks and poor insulation.
- **Materials used to build it.** You've heard the saying, "things aren't built like they used to be." Well, that's certainly true in this case. Building materials for older homes often included reclaimed wood, hand-painted windows, custom woodcarving and accents, antique doors, etc.

All of these play a significant role in assessing the insurance risk on the home. While the homes themselves were crafted using rare and hard to find materials, many of those materials aren't up to today's safety standards. These are all factors that make the possibility of a total loss (one requiring a lot more than just dwelling coverage) a very real, and costly, possibility.

A large factor that goes into insuring an older home is the cost of potentially replacing it if a total loss were to occur. Combine rare materials and systems possibly needing brought up to code, with a fluctuating market of post-pandemic building materials, and you have the potential for a rebuild that is significantly more expensive than dwelling coverage would allow.

Ask us about **Guaranteed Replacement Cost (GRC)** coverage. GRC works to ensure your home is rebuilt to the size and specifications that it was before, so you don't have to sacrifice those custom shelves or gleaming wood floors.



# 8 THINGS LIFE INSURANCE CAN COVER

## AN INCOME STREAM

Your family depends on your income to meet daily needs like food, medical care, utilities, car payments and much more. If you pass away without a means for replacing that income, their current standard of living could be in jeopardy. It's especially important for single parents to have a plan in place to provide for their child(ren). What can it cover...?

## A MORTGAGE

Could your family afford your home's mortgage without your paycheck in the picture? If not, your family could face losing the house they love. Having to move could also mean changing school districts and moving away from friends and loved ones during an already difficult time.

## A COLLEGE LOAN

College tuition has grown faster than inflation—and so has student loan debt. Many private lending institutions do not forgive education loans in the event of death. It could also trigger repayment obligations for anyone who agreed to be a cosigner on the loan.

## YOUR GOOD HEALTH

You're more likely to be in better health when you're younger, making life insurance a lot more affordable. None of us knows what's in store, so there's never a better time to protect your loved ones than now.

## A CHILD'S NEEDS

The cost to raise a child, according to the Brookings Institution, is about \$310,600. Making sure there's enough there for each child is something both employed and stay-at-home parents should consider.

## A BUSINESS

The right life insurance is critical if you own a business. Funding is needed to help a business survive after a key partner passes. Finding the right person may take time and resources the business may not have without life insurance. That's why Key Person Life Insurance and Business Continuation coverage is so important.

## A RETIREMENT

According to Fidelity, you should aim to save 10 times your annual pay to retire at age 67. Options like annuities and a Traditional or Roth IRA can help you easily prepare for retirement and help provide for your surviving spouse, if needed.

## FUNERAL EXPENSES

According to a 2021 NFDA study, the median cost of a funeral is almost \$9,500. Families without enough funds are forced to cut back on the service, ask friends and family for donations or turn to crowdfunding.

## PROTECTION FOR LIFE

Life insurance needs vary from person to person. If you're interested in learning which one is right for you, contact MVP, and we can help you identify which life insurance is right for you and at the right price.



**NEW FOR 2025**

Refer a friend or family member to MVP Insurance, you will receive a...

**25 IN 25**  
**REFERRAL REWARDS**

**\$25**

**AMAZON GIFT CARD**

**FOR EACH REFERRAL**

**ARE YOU OUR NEXT WINNER? REFER TODAY**



CALL TODAY **877-707-9055**  
 or visit our website: [www.mvpins.com](http://www.mvpins.com)

**THANK YOU**

We would like to express our sincerest gratitude to all the people who referred their friends & family to us this month...

**Lindsey Edens**  
**Corey Basehore**  
**Linda Arbogast**

**Doug Pallack**  
**John & Brianna Vansovich**  
**Brian Havlin**

**Also for all your Wonderful Reviews**

"Michelle provided Excellent service and very knowledgeable in her profession." *James*

"Beth was easy to work with and got me the rate on my auto and rv insurance and saved me money from my previous insurance company" *Doug*

"Very good communication and explained things when I asked!" *Tammy*

**Check out more reviews at: [www.mvpins.com](http://www.mvpins.com)**

**10 YEAR TERM LIFE RATE**

**Erie Family Life 10-Year-Term**

Ultra-Select Non-tobacco Class  
 (Qualification required)

Age	\$100,000		\$250,000		\$500,000	
	Male	Female	Male	Female	Male	Female
30	11.48	11.06	14.03	12.97	20.41	18.28
35	12.08	11.65	14.24	13.39	21.26	19.13
40	12.76	12.16	17.43	15.52	28.06	24.23
45	15.31	13.86	22.74	19.56	34.43	29.76
50	18.03	15.90	28.69	24.87	50.58	42.93
55	24.91	19.90	44.42	33.79	82.46	59.93
60	37.66	27.29	75.23	51.22	141.96	91.81
65	57.98	38.94	119.43	72.04	226.96	134.73
70	98.95	61.89	205.71	117.09	398.23	222.28

Erie offers a multi-policy discount of up to 5% for anyone that purchases at least 100k in term insurance.





# How severe weather affects YOUR business!

Severe weather is an unknown that could upend your business if you aren't mindful. The following are a few ways you can prepare your business for severe weather.

## Prepare Your Facilities

Damage from tornadoes can cost your business thousands of dollars. These natural disasters break windows, blow off roofs, and damage company vehicles. You can't stop a tornado, but you can prevent significant damage by taking the following precautions:

- Board your windows.
- Secure items that could fly away.
- Fix or reinforce weak areas of the building.
- Secure business equipment.
- Remove any outdoor displays and signage if you have advance warning.
- Seek shelter for you and your employees immediately.

The more steps you take to reduce the impact severe weather has on your business, the less likely you'll sustain significant damage.

## Buy Business Insurance

Business insurance protects you financially when it comes to severe weather. With commercial property insurance, you won't have to worry about spending capital on restoring your business. Instead, you'll make a claim against your business insurance.

With business insurance, you ensure your business is back operational as soon as possible. This can prevent you from losing a lot of business revenue.

## Your Emergency Response Plan

Beyond boarding your windows and having business insurance, create an emergency response plan. An emergency response plan outlines the steps you and your employees must take during severe weather and the storm passes. With an emergency response plan, you can increase your employees' safety and reduce the financial loss your business sustains from the event.

Severe weather affects businesses just like it affects everyone else. The best way for your business to survive severe weather is to plan for it in advance.

Protect your assets from severe weather losses. We are here to get you the correct policy at the right price. Give us a call for YOUR free business insurance quote.



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## PET OF THE MONTH: BIJOU sent in by

### CINDY CAMPBELL

Send us a picture of YOUR pet, and you could

## WIN A \$25 GIFT CARD

and get their picture in next month's newsletter.

Email your pictures to  
**service@mvpins.com**

No pictures will be returned, and not all pictures will appear.  
No purchase necessary. Contest open to everyone.

# If YOU need to make a Claim... CALL US FIRST

**1** Contact MVP Insurance **FIRST...**  
if you are an Erie Insurance customer

**2** Contact MVP Insurance **FIRST...**  
if you have a claim or question during business hours.

**3** Contact MVP Insurance **FIRST...**  
during office hours...if we're closed and it's an emergency, contact ERIE directly.



## Contact Us Today...

(330) 707-9055 | (724) 453-1122

David@mvpins.com

REMEMBER: TOO MANY CLAIMS MAY INCREASE YOUR RATES



# YOGURT PARFAIT

This easy to make yogurt parfait is a healthy and delicious breakfast, mid-day snack, or dessert that your kids will be eager to make and eat!

## INGREDIENTS

- 2 cups vanilla yogurt
- 1 cup granola
- Blackberries, Strawberries, Bananas or whatever fruit is in season or you have on hand.

## INSTRUCTIONS

- Layer 1 cup yogurt, 1/2 cup granola, and 4 blackberries in a large glass; repeat layers.

## SHARE YOUR RECIPE WITH US AND WIN A GIFT CARD

One recipe will be chosen each month to win a gift card

**service@mvpins.com**

# MVP INSURANCE MVP OF THE GAME

## Celebrating kids in sports.

To see past MVP's please go to:  
<https://www.lcsportsnet.com/sponsor/mvp-insurance-mvp-of-the-game/>



**Alyssa Flick**  
Alyssa Flick – 3-for-4 from three-point range.



**Michael Mistretta**  
Three-headed monster in the backfield of in D10 Championship team.