

## The Amazing Power Of Compounding

People in their late teens or early 20s may think that planning for retirement makes little sense, considering that it's an event that won't take place for another 40 years. But retirement is a process as well as an event. What occurs in the many years that lead up to retirement has a profound effect on the quality of retirement once it arrives.

For example, a 20-year-old who invests a one-time amount of \$5,000 in a fund that averages 6 percent growth over the years will, if she leaves it alone until she is 60, see her investment grow to \$51,429. At 8 percent interest, it would be \$108,623, and at 10 percent interest it would be \$226,296.

Say the same 20-year-old begins depositing \$100 per month in a fund that pays 6 percent and compounds annually. By age 60, her money will have grown to \$196,857. At 8 percent return, the amount will be \$335,737.

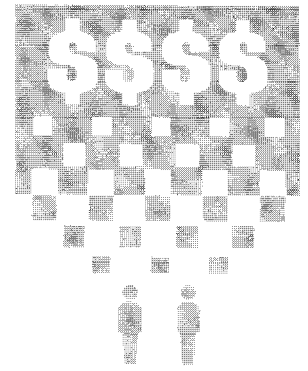
## What This Symbol Means To You ...



There is a difference in where you buy your insurance. Many don't realize there are three sources for insurance:

1. Captive Agents—who can sell you the insurance of only one company.
2. Telephone & Internet Representatives—who can offer you the insurance of one company only on the telephone or via computer.
3. Independent Insurance Agents, like us—who represent an average of eight insurance companies and research with these firms to find you the best combination of price, coverage and service.

## Your Credit Score May Affect Your Premium



Before you buy auto insurance, answer this question: How good is your credit rating?

What does a credit rating have to do with auto insurance you ask? Plenty. You see, a growing number of insurers are using credit data to help determine your insurance rates. In fact, 92 of the 100 largest personal auto insurance companies use credit data to underwrite new business, according to a study by Conning & Co., an insurance research and asset management firm in Hartford, Conn.

The fact is drivers with the worst credit ratings file 40 percent more claims than drivers with strong credit ratings, says the Insurance Information Institute in New York. Indeed, a Casualty Actuarial Society study says people with good credit but poor driving records had better loss ratios than people with bad credit records and clean driving records. All this translates into higher insurance premiums for consumers with bad credit—as much as 20 percent to 50 percent more, according to Conning & Co.

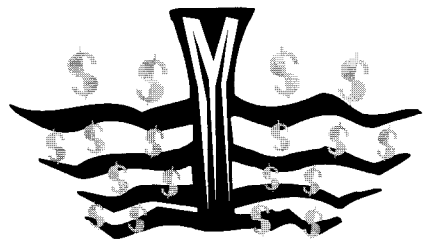
## Deer + Car = Trouble



Each year, about 700,000 animal-vehicle collisions cause about \$1.2 billion in damage, the Insurance Information Institute estimates. And about 120 people die and another 10,000 are injured annually in such crashes, the National Safety Council says.

You can avoid an unplanned meeting with a deer, moose or elk. Here's how:

- Be aware of your surroundings. Pay attention to "deer crossing" signs. Look well down the road and far off to each side. At night, use your high-beam lights if possible to illuminate the road's edges. Be especially watchful in areas near woods and water. If you see one deer, there may be several others nearby.
- Be particularly alert at dusk and dawn, when these animals venture out to feed.
- If you see a deer, moose or elk on or near the roadway and think you have to avoid hitting it, reduce your speed, tap your brakes to warn other drivers and sound your horn. Deer tend to fixate on headlights, so flashing them may cause the animal to move. If there's no vehicle close behind you, brake hard.
- If a collision seems inevitable, don't swerve to avoid the animal; your risk of injury may be greater if you do. Hit it, but control the vehicle. Report the accident to the police.
- Always obey the speed limit and wear safety belts.



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