



Fall Trivia: What Causes Leaves to Change Colour in the Fall? (see page 3)

Anthea & Douglas'

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From: Anthea Mumby, Monday 9:33am, Mumby Insurance

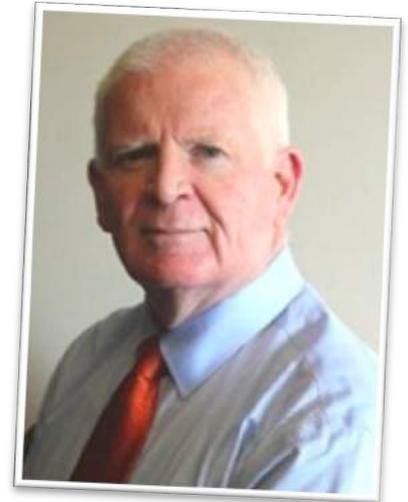
Fall 2018 Edition

How Does "VUCA" Affect You and Your Family?

With each passing day, Canadians find their world disrupted by more and more volatility, uncertainty, complexity, and ambiguity, sometimes referred to as the "VUCA" effect.

And this disruption does not discriminate. Its global frequency and severity manifests in the political, economic, social and technological areas of our lives. Here are a few recent examples:

We see political disputes abounding in Iran, China, the US, North Korea and Europe. There is economic turmoil due to Brexit, NAFTA negotiations, protectionism vs. free trade and the like. We experience social hot buttons including health care, cannabis legalization, discrimination protection, Welfare and pensions. And then there are technological disruptions such as cyber risks, the rise of Block Chain and artificial intelligence. The VUCA effect is all around us. (Continued on page 2)



Kerry Eaton, the new COO at Mumby Insurance Brokers, authored this article. He joined our team to manage our operations, strengthen our leadership, and execute ideas aimed at providing you with industry-best service.

You can learn more about Kerry at mumby.com/kerry-eaton or email him at kerry@mumby.com if you have any questions.



Do You Know About the "Distracted Driving" Penalties Coming in January?

(see page 4 to find out more)



How Does “VUCA” Affect You and Your Family? (cont’d)

The insurance industry is part antidote to the risks posed by disruption, ensuring the efficient and effective transfer of such risks to markets better equipped to offer financial protection in the event that losses are incurred.

The insurance industry deploys sophisticated risk management practices to identify, measure and control risks. This includes the analysis of “big data,” extremely large data sets that may be analyzed to reveal patterns, trends, and associations. This “big data” analysis can lead to simplified risk reduction solutions for customers, despite the fact that their needs are often more complex than ever before, but it doesn’t always happen this way.



What Impact is VUCA Having On Insurance Coverage?

Unfortunately, many people, whether they are business owners, homeowners or tenants, find insurance far too complex. They can’t do the analysis on their own, often not knowing where to start, and as a result, they end up with protection that doesn’t really suit their unique needs.

In addition, the current disruptive environment is causing insurance markets to “harden.” This means premium rates are increasing, while the underwriter’s risk assessment and rating “due diligence” is more detailed than ever before. Underwriters are more selective, accepting only the risks that meet their stringent underwriting guideline criteria. Some returning applicants are forced to seek coverage elsewhere, a trend particularly evident in the Ontario personal auto and home insurance lines.

What Does This Mean For You?

What can you do to gain or retain confidence for your personal financial security or for the security of your family?

At Mumby, we believe that working with our clients to obtain the RIGHT insurance protection at reasonable cost is the only way to restore or develop this confidence. Educating our clients on proactive risk management procedures is part of a long-term strategic help process that will reduce risk and premium costs.

VUCA - volatility, uncertainty, complexity and ambiguity, aren’t going away anytime soon. Let’s schedule a call to discuss your strategic protection plan. **Call us: 1-800-446-5745.**

Thank YOU For This Award!

Thanks to YOU for nominating and voting for Mumby Insurance as the **Platinum Award Winner for Best Insurance Agent in Waterloo Region.**

We are proud to have won the "Platinum" award because it's a symbol of our commitment to serving you, our valued clients, with the attention and care you deserve. We look forward to serving you for many years to come!



What Is “Executor Liability” and How Does It Impact Your Estate Planning?

Have you ever asked someone to act as your estate executor? Are you acting as an executor currently, or do you expect to act as one in the future? In any case, you need to understand the personal liability that goes with the executor role and know that it is **NOT** covered by your home or automobile insurance.



What Risk Do Executors Face?

Executors are legally and financially liable for the decisions they make as representatives of the estate.

Specifically, there are at least 18 common areas of risk that can result in loss to creditors, beneficiaries, charities, and others who have contracted for services with the deceased party or their estate.

Executors can be called upon to defend their conduct and reimburse the estate for errors that cause financial loss, even if they act for little or no compensation. In short, being an executor comes with significant liability.

What Do Executors Need to Watch Out For?

The following are just a few of the key themes that commonly contribute to estate challenges:

- Family Dynamics* - Are there any family dynamics such as a second marriage, blended family, or a history of acrimony between family members OR spouses; are any beneficiaries experiencing financial duress; is there any health or drug related concerns?
- Investments* - Are there any significant financial assets of the estate that might be complex in nature; are there debts of the estate; are there any charitable groups listed as beneficiary?
- Directives of the Will* - Is the will handwritten or done by do-it yourself methods; are any instructions within the will unclear; have any family members been left out; or is there disproportionate allotment of any of the estate assets?
- Real Estate* - Is there a seasonal property; have any of the beneficiaries or extended family been using estate assets as their primary residence; any foreign or rental properties?

This list is just the tip of the iceberg. To learn more about the liabilities executors face, **call our office at 1-800-446-5745.**

What YOU Told Us:

“You listened to what I wanted, gave me options, and didn't push me to take on more than I needed. I understood the options and you were willing to accept my decisions.”

- Cassie Wood

“Last year in July our house in downtown Toronto was struck by lightning during a ferocious storm early one morning. Mumby was a great help in deciphering the maze of events as we had to replace everything from computers, tvs, and dishwashers. The house was back in order by September. No damage to the house itself.”

- Sandra Franke



FALL TRIVIA!

During summer, leaves serve as “factories” where most of the foods necessary for the tree's growth are manufactured. This

process takes place in cells containing chlorophyll, which gives the leaf its green color.

But in the fall, because of changes in the length of daylight and in temperature, leaves stop making food, chlorophyll breaks down, and the green disappears, leaving red and yellow leaves.



YOU'RE RUNNING OUT OF TIME!

We've got \$2018 in CASH to give away by the end of the year, PLUS dozens of FREE pizzas...

There are 2 easy ways to get your pizza and get an entry to WIN the CASH prize:

1. Refer a friend or family member to Mumby
2. Tell us about your positive Mumby service experience

That's all you need to do. Easy, right?

On top of the CASH prize and FREE pizzas, we'll donate another \$201.80 to any charity of your choosing. It's a WIN-WIN-WIN situation, but it all ends soon, so...

Visit

www.mumby.com/referrals



Ontario Distracted Driving Penalties Increase on Jan. 1, 2019

The widespread increase in cellphone use has brought the distracted driving issue to the forefront. In fact, deaths from collisions caused by distracted driving have more than doubled since 2000.



What Activities Are Included?

"Distracted driving" includes any activity that takes your attention off the road and puts you and the public in danger. Some examples:

- Using your phone to talk, text or pick music to listen to
- Eating or drinking while driving
- Reading or typing a destination into a GPS while driving

What's Changing?

Existing fines and penalties for distracted driving will increase beginning Jan. 1, 2019 as follows:

Drivers With A to G Licences:

- **First offence** - Fines up to \$1,000, three demerit points and a three-day driver's licence suspension
- **Second offences** that occur within five years of a previous infraction - Fines up to \$2,000, six demerit points and a seven-day driver's licence suspension
- **Third offences** (and any future offences) that occur within five years of previous infractions - Fines up to \$3,000, six demerit points and a 30-day driver's licence suspension

Novice Drivers With G1, G2, M1 or M2 Licences:

- **First offence** - The same fines as A to G licence holders and a 30-day licence suspension
- **Second offence** - The same fines as A to G licence holders and a 90-day licence suspension
- **Third offence** - The same fines as A to G licence holders as well as the cancellation of your licence and removal from the graduated licensing system

CALL 519-885-5956 OR 1-800-446-5745 NOW!

Email Quotes: getaquotenow@mumby.com Fax Quotes: 519-747-2862 Weekdays: 8:30am-4:30pm
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