

BUSINESS PROFILE

Webster Insurance: Your Insurance Ally

by Joy Elizabeth Ward

Insurance is one of those items that few people like to spend time considering.

Once it's in place and the car may be driven legally or the home is covered for mortgage purposes, the policy is usually filed away and forgotten.

The next time the average Joe thinks about his policy is when the bill arrives or an accident or unfortunate event occurs.

Wouldn't it be nice to have a savvy insurance professional working behind

the scenes on your behalf, continually reviewing your policy for better pricing and coverage, keeping your specific situation and needs in mind?

That's the personalized service a client receives at Webster Insurance Agency, Inc., located in Langhorne.

Dwight Webster began the business on North Bellevue Avenue 33 years ago and the firm is proud to act as an informed 'inside source' for its residential and commercial customers, providing ongoing reviews and price comparisons for policy



The staff of Webster Insurance Agency, Inc.

holders.

"Home, auto, life, renters, boats, jewelry, recreational vehicles, there's not much we can't do," explained Dwight, "and our list of commercial accounts span many

industries."

The family-owned and operated agency has recently moved to 200 South Bellevue Avenue, where its staff of five agents and skilled support personnel will continue to offer superior customer service and knowledgeable guidance to its clients for years to come.

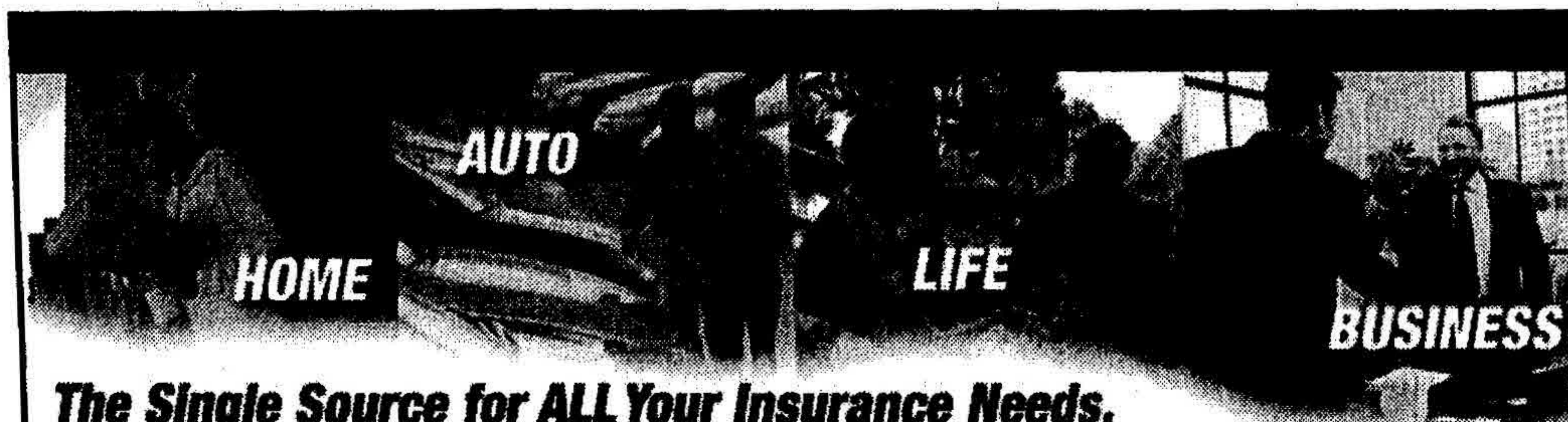
"We have very strong ties in the community and we'll be in this new building for another 33 years!" Dwight joked.

But it's no exaggeration, as Sue (Logan) Webster, Dwight's wife and a Langhorne native, serves as comptroller and son Joshua, now in college, anticipates being involved in the agency.

The professional skills and competence of Webster's staff, though, is a serious matter.

"We're strong on continuing education for our agents, which not only gives us an edge in making sure that our policies are kept in compliance with the chang-

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ing rules and regulations, but allows our agents exceptional product knowledge," detailed Dwight.

The high number of designations, certifications and other industry awards also demonstrates the agents' level of dedication and commitment to their careers and their customers.

Many people are price driven when it comes to their coverage policies, which is why Webster's schedules automatic reviews of client policies; yearly for homeowner's insurance and semi-annually for auto.

"We re-quote auto coverage every six months as there may be an opportunity for a client to qualify for a differ-

ent pricing tier from their carrier; it's an automatic, internal check we provide for our customers that can often reduce the cost of coverage," said Dwight.

"If a change would be beneficial, we bring the client in to explain the advantages and ask for their approval."

Webster's know the industry and how to get the best from the available options and their goal is to educate customers about the differences in coverage, price and services so the policyholder may choose the insurance that is best for their individual needs.

Getting, changing or talking about insurance; whether it's life, auto, homeowner's or any other type, doesn't have to be something to dread; Web-

ster Insurance is staffed with friendly people armed with the knowledge to make life easier.

"We're not here to pressure you or sell products you don't need," said Dwight, straightforwardly.

Webster Insurance also offers no-obligation quotes: just bring in your policy (and license and Social Security numbers of drivers, for auto quotes) and in 20 pleasant minutes one of the agents will present their best rates for your consideration.

Webster Insurance, 215-757-0816, has regular office hours on Monday through Thursday from 8:00am until 6:00pm and is open until 5:00pm on Fridays, with evening and weekend hours available by appointment.

"Or stop by to say hello

and check out the restoration that's been done at our new location," offered Dwight, who is justifiably proud of the work that has been done on the yellow Victorian building on the corner of South Bellevue and Richardson Avenues.

"I was very pleased when John Wood, Esq., the previous owner, accepted our offer to purchase his building and it's been very satisfying to improve the legacy of this beautiful property."

Whether you are shopping for a new policy, considering a change in your insurance coverage or just wish to welcome this established agency to its new quarters, stop by and experience their friendly service for yourself.