October 22-25, 2026 I Sheraton Boston Hotel

MAIA'S BIG EVENT 2026
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10/24/2026
10:00 am - 11:00 am

The Customer Needs to Save Money on Their Auto Policy: What Can They/We Do?

Arbella Insurance Group

The customer needs to save money on their auto policy; what can they/we do?

Marshall Katz

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Keep for the future

- Follow up
- Questions
- Jokes☺

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The customer needs to save money on their auto policy; what can they/we do?

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I have an idea; Lets add a driver, reduce coverage, you name it!



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What if we;

- Add a driver or
- Take off a driver just
- To lower premium

Is that ok?



What is Insurance Fraud?

Insurance fraud occurs when someone intentionally provides false information to an insurance company to obtain a benefit they would not have been entitled to if the truth had been disclosed. This deceitful act can take many forms, including exaggerating claims, misrepresenting the facts of an incident, or intentionally causing damage or loss to make a fraudulent claim.

www.ifb.org



What is Insurance Fraud?

Whether it's falsifying a car accident, overstating medical costs, or inflating property damage, insurance fraud undermines the integrity of the insurance system and impacts everyone by increasing costs for honest policyholders. It's important to understand that both individuals and businesses can be held accountable for committing insurance fraud, and the consequences can be severe, including criminal prosecution and financial penalties.

www.ifb.org



https://malegislature.gov/Laws/GeneralLaws/PartIV/TitleI/Chapter266/Section111b

Section 111B. Whoever, in connection with or in support of any application for or claim under any motor vehicle, theft or comprehensive insurance policy issued by an insurer, and with intent to injure, defraud or deceive such insurer knowingly presents to it, or aids or abets in or procures the presentation to it of, any notice, statement, or proof of loss, whether or not the same is under oath or is required or authorized by law or the terms of such policy, knowing that such notice, statement or proof of loss contains any false or fraudulent statement or representation of any fact or thing material to such application or claim, shall be punished by imprisonment in the state prison for not more than 5 years or by imprisonment in the house of correction for not less than 6 months nor more than 21/2 years or by a fine of not less than $1,000 nor more than $10,000, or by both such fine and imprisonment.

Aiding and Abetting



So maybe committing insurance fraud is not a solution. What else is there?



How about lowering coverage?
Anyone?



Probably not a good idea to lower coverage limits.

1. Wrongful death with a possibility of a 20-year period to pay it back…or longer
2. Removing collision and the car gets totaled and the 3rd party has no insurance or the carrier denies payment
3. Switching collision to limited collision and now the insureds friend totals the car
4. Remove comprehensive and the heads-up display windshield is smashed or rodents eat out all the cars wiring



To try to save money, consider which optional coverages you really need and the level of coverage that best fits your situation. You should also shop around for the coverage that works best for you.
https://www.mass.gov/info-details/basics-of-auto-insurance#lowering-your-premium

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Collision and Comprehensive
If you have a car of low dollar value, you may not want to buy the Collision or Comprehensive coverage unless your lender requires it. But, without this coverage, the insurance company may not pay for a claim arising from an accident.

If any of your children who are household members obtain a driver's license, you must notify your company within 60 days of that date. You must list all ~~licensed~~ household members and any other licensed person who will customarily operate your vehicle.

https://www.mass.gov/info-details/basics-of-auto-insurance#lowering-your-premium

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This probably is a simplistic approach…

From the agency side of things:

1. Switch carriers to a lower price one without lowering coverage
2. Try and get a package deal for the customer
3. Maybe placing the customer on EFT to lower monthly costs
4. Remove unnecessary endorsements or rental reimbursement rather than lowering BI/PD

This probably is a simplistic approach…

From the customer side of things:

1. Switch carriers to a lower price one without lowering coverage
2. Try and get a package deal
3. Pay insurance bills on time
4. Do not get moving violations
5. Do not cause at-fault accidents
6. Try going 3rd party when hit by another operator

They may save a few seconds or minutes but if stopped there goes their insurance costs for auto, home, life and etc. insurance.

	Miles								
	5	10	15	20	25	30	35	40	60
MPH									
30	10	20	30	40	50	60	70	80.0	120.0
35	8.6	17.1	25.7	34.3	42.9	51.4	70.0	68.6	102.9
40	7.5	15.0	22.5	30.0	37.5	45.0	52.5	60.0	90.0
45	6.7	13.3	20.0	26.7	33.3	40.0	46.7	53.3	80.0
50	6.0	12.0	18.0	24.0	30.0	36.0	42.0	48.0	72.0
55	5.5	10.9	16.4	21.8	27.3	32.7	38.2	43.6	65.5
60	5.0	10.0	15.0	20.0	25.0	30.0	35.0	40.0	60.0
65	4.6	9.2	13.8	18.5	23.1	27.7	32.3	36.9	55.4
75	4.0	8.0	12.0	16.0	20.0	24.0	28.0	32.0	48.0
80	3.8	7.5	11.3	15.0	18.8	22.5	26.3	30.0	45.0
85	3.5	7.1	10.6	14.1	17.6	21.2	24.7	28.2	42.4

Has the agency created a white paper on the subject and sent it out to the customer before another agency does it, especially in this economy?

The agency is the knowledge source.

- Not what they are getting from social media
- Not what they are getting from AI
- Your it. Let them hear the truth.

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Is anyone doing anything unique they want to share?



comments Questions Suggestions

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Last one.



Have a fun rest of your day and thanks for your attendance and participation☺