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# What Do You Mean It's Not Covered?: A Different Perspective To Understanding Insurance

**WHAT DO YOU MEAN IT'S NOT Covered?**

MELISSA R. HUDSON & ELISA S. CONNER

Have you ever purchased something you know nothing about? When I think about property and casualty insurance I think about protecting people's assets. I think about my extensive knowledge from years of experience. I think about the centuries of evolution within the industry and how powerful insurance can be.

I was compelled to share this knowledge with you by writing this book. I have encountered a significant amount of customers who buy insurance but have no clue what they are buying. Some of these customers don't care to understand until a claim occurs and then they ask "What do you mean it's not covered?"

With this book I walk you through many different property and casualty coverage options available. I explain in friendly terms and with some real-world stories, the insurance industry as it has evolved and what it has become today. I express the challenges the industry has and the perceptions the public has on the industry in general. I worked hard to keep the book exciting while educating you to be best of my ability.

My hope is that you gain a full understanding of insurance to make educated insurance decisions from now and through your future. I believe this book can become an amazing reference for you.

**MELISSA R. HUDSON & ELISA S. CONNER**  
Elisa and Melissa make the perfect mother-daughter team. These two work side by side every day for one of the top insurance companies in the insurance industry. Moving from New Jersey to Nevada in 1988, they found their home in Henderson, NV. Elisa found insurance compelling in 1994. Melissa joined the industry in 2003 and by 2007 she became an agency owner. Now partners with two locations and thousands of customers, these authors put together a book for your educational enjoyment.

*A Different Perspective to Understanding Insurance*

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## Synopsis

Most of us live in a world that is so busy, we often fail to take care of some of the important small stuff. Then something big happens | We have a fire at our home and our lives fall apart in a moment right before our eyes. Panic sets in and the second thought is, insurance. Am I covered? As a professional in the insurance business I run into coverage questions every single day. My concern is the amount of people that don't know what they are covered for, how much their deductible is or even what a deductible is! The number of people who pay for something but they don't know what they are paying for! Some people don't even know if what they are paying for is what they really need. Would you buy a house simply from a description but without seeing a photo of it? Without walking through it? Without knowing its history or its location? Probably not! But everyday people buy insurance and they don't understand it. They think they have coverage for things that they don't. And they don't look at their policy until they need it. We wrote this book to help people realize the importance of understanding insurance, what they are buying and what they are covered for.

## Book Information

File Size: 3296 KB

Print Length: 118 pages

Publication Date: February 9, 2016

Sold by: Digital Services LLC

Language: English

ASIN: B01BN0TOWU

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #1,091,528 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #15

in Kindle Store > Kindle eBooks > Business & Money > Industries > Insurance > Casualty #17

in Kindle Store > Kindle eBooks > Business & Money > Industries > Insurance > Property #29

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## Customer Reviews

At first i was iffy about the book as i'm sure it will be boring. I mean its about insurance but i was

totally wrong. I enjoyed reading it and loved the break down of each insurance so that I could understand. I HIGHLY recommend this book.

Especially when, like me, you travel between different countries, the whole insurance arena can be confusing at the best of times. In this book, the author not only explains all the various terms, but puts them into practical examples illustrating often what is and isn't covered. A great read if you want to make sure your insurance covers you for what you think it does!

I enjoyed this read. It was simple and quick. I bought this book because I wanted to clarify my understanding of insurance. It taught me a lot about the simple ins and outs of insurance. I love a quick and simple read. It's always refreshing when you finish a book.

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