

Profile 2020

BUSINESS WEEKLY

SPECIAL EDITION

LEGAL AND INSURANCE

'We make that service better than anybody else'

Insurance agency works to find the right fit

By **Marylouise Sholly**
Reading Eagle correspondent

Dedication and service are the hallmarks of independent insurance agencies, said Kim Unger, president of the Ira G. Mohler and Son Inc. insurance agency in Shillington.

"The independent agent is the way to go for the service we give to our clients," Unger said. "We follow up after an accident to make sure the claim is filed properly, and you talk to us directly."

The Mohler agency works to find the right fit for each client and is licensed to do business in national and global markets, having contracts with more than 40 leading insurance companies.

The agency specializes in commercial property and casualty insurance and personal insurance for auto, home, umbrella, life, disability and Medicare supplements.

Large national companies advertised on TV don't generally have agents, Unger said.

"There's no service involved: no way to help the client and no one to talk to about a claim," Unger said. "Service is what we have to offer, so we make that service better than anybody else, and we try to let the public know what we're all about."

Commitment of trust

Taking care of folks' insurance needs requires a commitment of trust, and Unger has found people feel comfortable with Mohler and Son.

"It's all about protecting people and their assets," Unger said. "Interacting with clients, with people in general, getting to know them and taking care of them: they want to know they're protected."

Unger has been with the Mohler agency for more than 30 years and, in that time, many clients have become friends, he said.

Unger is the president, and co-owner Scott A. Hoover is the vice president, secretary and treasurer of the Mohler agency.

Both are hometown men. Unger is a graduate of Reading High School, and Hoover is a Central Catholic High School grad.

Unger continued his education at Penn State University, and Hoover at Mount St. Mary's College.

"The two most important things about the insurance business is the opportunity to help people, arranging adequate and cost-effective insurance policies for them and the fact that there are opportunities to have a very rewarding career," Hoover said. "But by far, helping people is the best part."

Hoover has worked in the



BILL UHRICH — READING EAGLE

Kim Unger, left, and Scott Hoover of Ira G. Mohler and Son, Shillington, look over photos of the business' locations over the years.

insurance industry for 42 years and has been at Ira G. Mohler and Son Inc. for the past 12 years.

Insurance jargon can be confusing, especially in the Medicare arena, Hoover said. "We can help them sort that out," Hoover said.

Benefit packages

Hoover specializes in employee benefit packages and individual Medicare cases.

As a multiline independent agency, they're not limited to one company, Hoover said.

"We represent dozens of

companies, and that's an advantage when you're trying to help people and do the best possible job for them," Hoover said.

The company was founded in 1936 by Ira G. Mohler, who began his insurance company from his home in Lincoln Park.

He started out by selling insurance door-to-door, going through the neighborhood, Unger said.

When Mohler was called up to serve in World War II, his wife took over the business until Mohler returned home.

Mohler's son, Ira B., learned the insurance business and eventually took over for his dad, while Ira G. worked at his business for more than 50 years, retiring in 1988.

In 1987, Unger was interviewed by both Mohlers for a job with the agency and learned the ropes directly from the company's founder.

"I have a track record," Unger said of his 33 years with the company.

In 2017, a new financial division of the agency was formed, so agents can

now help with investments, 401(k) plans and retirement planning.

All the agents at Ira G. Mohler and Son Inc. are experienced, well-educated and knowledgeable in all aspects of insurance, Unger said.

"Overall, independent agencies are doing well and continuing to grow because of the personalized service they can offer," Unger said.

For more information, call 610-777-1382 or visit www.mohlerinsurance.com for an instant online quote.

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Shelter, and the team supports the Shillington Lions Club, the Shillington Business Association and various local events. Imbesi was also presented the Bing Miller Fellow Award in 2020 by the Shillington Lions Club for character, devotion, humanitarian service and leadership in district 14-P of Lions International. Contemporary Insurance stands by its motto: "A modern name with old-fashioned service."

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In addition to our family law practice, attorney **Dawn Palange** assists with issues pertaining to estate planning. This includes representation for wills, powers of attorney, living wills and estate administration.

Attorney **Lauren Marks** provides representation in criminal matters ranging from traffic violations to DUIs and drug charges.



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