

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."

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 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. things about the insurance

"There's no service inclient and no one to talk to "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

"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, The Mohler agency works 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 Readcommercial property and ing 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 business is the opportunity volved: no way to help the to help people, arranging adequate and cost-effective about a claim," Unger said. 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



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

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

Insurance jargon can be them," Hoover said. confusing, especially in the Medicare arena, Hoover said. founded in 1936 by Ira G. "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

insurance industry for 42 companies, and that's an advantage when you're trying to help people and do ness and eventually took

> Mohler, who began his inhome in Lincoln Park.

insurance door-to-door, going through the neighborhood, Unger said.

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

Mohler's son, Ira B., now help with investments, learned the insurance busithe best possible job for over for his dad, while Ira G. worked at his business The company was for more than 50 years, retiring in 1988.

In 1987, Unger was insurance company from his terviewed by both Mohlers for a job with the agency He started out by selling and learned the ropes directly from the company's founder.

> "I have a track record," Unger said of his 33 years

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

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, Un-

"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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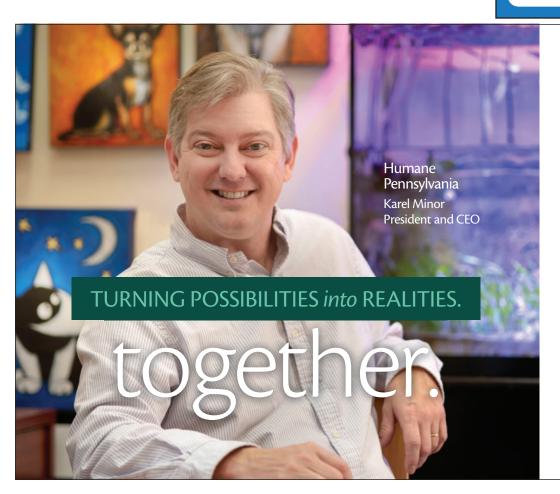




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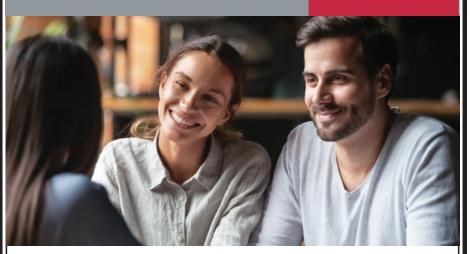
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