

From Red Deer/Lacombe Rural Crime Watch

Insurance sales - HEADS UP!

Posted April 20, 2017

Last week, there was some concern raised over a couple of males selling Combined Insurance in the Pine Lake area. This same concern was raised a couple of weeks ago, in this area and it surfaced again this past week.

The concern was people going door to door selling Combined Insurance, using neighbours' names, to get in the door. One of the residents, whose name had been used, had NO knowledge of them or their company. She contacted Combined Insurance regarding the usage of their name and were asked they contact their complaint department.

Doing a little research on Combined Insurance, their parent company is out of the U.S.A. and has been in existence since the late 1950s. They have been selling door to door in eastern Canada and have recently moved west.

I spoke with one of their insurance agents on Saturday, who expressed concern with the stories she has been hearing, as it gives people who are legitimately selling Combined Insurance a bad name.

She advised they are encouraged by the company to do cold calls, door to door sales and also encouraged to ASK if they can use clients' names in potential sales. The training is done in Red Deer. If they come to your door, they are to have their "little blue book" with verification that they are licensed to sell or talk about insurance related issues.

She advised that the company has sales people in the Pine Lake area, and has also been in and around Rimbey.

This is no different than the alarm/security companies who come in, canvass communities and move on.

PLEASE USE CAUTION IF ANYONE APPROACHES YOU OR PAYS YOU A VISIT SELLING INSURANCE. PLEASE ENSURE THEY HAVE THEIR CREDITIALS AND ARE LICENSED TO SPEAK TO YOU ABOUT INSURANCE ISSUES.