



# Cary's Corner

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## From the desk of Cary A. Levinson

### **Cary's Corner – Volume 17**

*"Thank You To Everyone for a Wonderful 2021!"*

To Our Valued Friends and Agents:

Amazingly, this will be the last "Cary's Corner" of 2021 as we turn the page on a new chapter of life for all of us. "Cary's Corner" has been so well received by so many of you, it just enforces my belief that our industry, like so many others, is all about relationships. We are so fortunate to have solidified such strong bonds with so many of our Agents, it continues to prove that if people are treated honestly, fairly, and transparently, there is no ending to what can be accomplished.

Of course, commission levels are vital to an ongoing relationship, but unparalleled service, a competitive product portfolio, and an undying desire to help those who depend on us are a major part of the equation, as well. The fact that Levinson & Associates now can proudly state that we have over 20,000 Agents and General Agents contracted with at least one carrier, is a huge accomplishment and it says so much about the Levinson team. Marketing, Case Management, and Licensing, and Contracting deserve all the testimonials they receive on a daily basis. So, now is the time to say "thank you" to our dedicated staff of employees and to all of you who show your confidence, trust, and belief in us year after year. And of course, never

forget what you, our Agents, do on a daily basis. The fact that you help so many people each and every day when they need it the most is amazing. Don't forget that you keep children in their homes, neighborhoods, and schools when they lose a parent and that you help keep businesses going when a partner or key man passes. And never forget how many elderly people you help with their retirement dreams or nursing home expenses should they need either one. Kudos to all of you for finding the determination, strength, energy, and creativity to keep helping as many people as you do.

So, yes, this may be the last "Cary's Corner" of 2021, but I will promise you all one thing right now. As long as I wake up in the morning, I will not stop at 50 years of doing what I do. I love helping each and every one of you every single day and seeing you further your career. And it's so important to me to see you helping others when no one else can. May you all have a wonderful holiday season, Happy New Year, and thank you from the bottom of my heart.

**- Cary A. Levinson, President,**  
Levinson & Associates