



# Cary's Corner

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## From the desk of Cary A. Levinson

### **Cary's Corner – Volume 19**

*"Does your IMO make you feel cheated or valued?"*

To Our Valued Friends and Agents:

**A**s we head into the Summer months and our 51st year as an IMO, I can't help but feel how grateful the Levinson team is to all of our loyal, committed, and productive agents. It is solely because of you that we continue to expand and bring each of you newer and more advanced technology, unique products and unparalleled service. And because of you, our agents who stand by our side each and every day, our relationship and our partnership grow stronger each day, week, month and year. I'm so proud to say that we have been partners with many of you for 25, 30, and even 35 years or more. You continue to believe in us and ask us to help you grow your agencies and practices, and to an IMO, there is no greater compliment.

Ironically, a competitor of Levinson & Associates sent out a quiz to a number of agents and I coincidentally received it as well. My first reaction was "more marketing clutter" until I really analyzed it and thought this is something I'd like Levinson agents to really think about too. Basically, the quiz is three questions and I ask you to read them carefully and give each some thought. I can't help but think of our level of service and dedication, and how our team members jump right in and solve the problem as soon as it presents itself. Here are the three questions our competitor asked of their agents:

#1 - Is your IMO missing in action when you have a problem with your contract or your commissions?

#2 - Do you get the silent treatment when you need someone to go to bat for you with a carrier?

#3 - Do you find yourself wondering "what is my

IMO doing to earn its override?"

They go on to say, "If you answered yes to any of these questions, it's time to look elsewhere."

I completely agree. In reality, if a Levinson agent is faced with any of these problems, or any other situation preventing a policy from getting issued, we have 23 team members who are ready, willing, and most able to help. We know the home office employees of 90 carriers and we know exactly who to contact should a challenge arise. We continue to bring you cutting-edge technology, new platforms, and selling systems not available anywhere else in our industry. And if you do experience a commission error, our promise to you is we will get it resolved immediately. We are passionate about you, and your clients and making sure everything runs smoothly from application submission to policy placement. Our agents who know us and continue to partner with us, know there is nothing we won't do for them to help them become as successful as they wish to be. We stop at nothing as far as new lead programs, training modules, webinars and podcasts, competitive products, unparalleled service, fair and generous compensation and team members who don't know what the word "quit" means, they are simply relentless in helping you, our agents.

So I ask once again, take the quiz and read the three questions above. Is it time you contact the Levinson team? If so, you know one thing for sure. We will always be right here for you.

All the Best,

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