



Cary's Corner

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From the desk of Cary A. Levinson

Cary's Corner – Volume 22

"What the Life Insurance Business Truly Does for Us and our Clients"

To Our Valued Friends and Agents:

It seems like the New Year's Eve holiday just ended bringing in 2022, and now we just celebrated July 4th already. My goodness, does everyone feel that time goes by so quickly these days or is it just me? In any event, 2022 is halfway over and we certainly hope the year is going by successfully for all of the Levinson agents, and all are safe and healthy. As we head into the third quarter of 2022, I would like once again to share with everyone what I am most proud of and value immensely. It is my close relationship with so many Underwriting V.P.'s in several of the core carriers we represent. The friendship and working relationship that I've developed with so many of our Underwriters and Senior Underwriters goes back 25, 30 or in some cases, 35+ years. In many cases, I have attended business meetings in various states with our Underwriters, and even spent time with many of them in various countries on conventions and company trips. Most are extremely pleasant to work with, and certainly most are flexible enough to work with me as best they can. I can honestly say I always get the benefit of the doubt. Approximately one week ago, I called one of my favorite Underwriters and prepared to beg for another favor, but when I said hello and he responded, I knew something was wrong.

Jeff is a Senior Underwriter at one of our core carriers and he and I have worked together for over 25 years. He returns my e-mails at 9:00, 10:00 or even 11:00 o'clock at night and always gives me the Preferred rating or better whenever

possible. He only declines a case when he absolutely has to. So, one day last week I called and as soon as he said "hello," I knew something was not right. After I gave him the name of the case and he gave me the current offer, I said "Jeff, something is wrong, you know you can tell me." After a while, he shared a story with me that I still can't get out of my mind. He said last night his divorced, 48-year-old brother passed away of Alzheimer's disease after being in hospice for 6 months. And in the other part of Jeff's house, his 2 teen-age nieces, his deceased brother's daughters, were moving into a different bedroom. Jeff's younger brother, divorced and raising 2 daughters 16 and 13, didn't have any life insurance, none. So, if not for Jeff, where would these girls be today? What would their future be? And quite frankly, how would they survive? If not for Jeff, what would the ending be to this horror story? No one knows.

I do know one thing for sure after being in our business for 50 years.... Life insurance would have made an unbelievable difference for the future of these girls. This is what we all do each and every day, so please never forget that you, and only you, do for people what no one else can when they need it the most. Stay strong, remain determined and I hope this story makes all of you realize that what you do for humanity is truly unparalleled. Thank you so much.

- Cary A. Levinson, President,
Levinson & Associate