



Cary's Corner

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From the desk of Cary A. Levinson

Cary's Corner – Volume 3

"Are you an app taker?"

As a life insurance and annuity professional, where do you truly see yourself one year, five years or even ten years from right now? Be honest, do you see yourself elevating your practice, adding prospects and clients to your growing list of satisfied customers, and achieving the financial success you've always dreamed of? Or, are you an "app taker," casually passing through our industry, wasting time and going through the motions until something else comes along promising to pay you more money. Unfortunately, the latter is the road most producers take, some by choice and some because they can't handle the peaks and valleys of a commission only career. I can say with absolute certainty, after working with producers my entire career, the frustrations of being an agent are at times, insurmountable. After being told, "yes, we want the insurance," prospects change their minds and never buy it. And how many times after they do, in fact, purchase the insurance, decide it's not really what they want and lapse the coverage? And how many times are we told, "no thank you, I have enough insurance." And how about the countless times we are hung up on, cursed, and told to get a real job,

which ultimately leads to being late on paying our bills, including our car, rent and mortgage payments?

If you are a successful agent right now, Levinson & Associates can help you elevate your practice even further. With 70 life carriers, 25 annuity companies, a full staff of 20 employees to help you every way possible, including a case design and advanced markets specialist, we will offer you unparalleled service. But if you are currently an "app taker" and just passing through our industry, we can help you too. Let us show you the tools, the technology, the programs and the methodologies to help you become more successful. Please don't give up on our industry.....it's the only career you'll ever have where you can help others like no one else can when they need your help the most. Perhaps you've been an "app taker" long enough. Make the commitment to success with the Levinson & Associates team.

- Cary A. Levinson, President,
Levinson & Associates