



Cary's Corner

Sponsored by Levinson & Associates

From the desk of Cary A. Levinson

Cary's Corner – Volume 5

"IMO's, MLM's, Captive Career Shops & Broken Promises!"

What does an IMO mean to you? Is it an organization that truly has compassion, integrity, sincerity, fairness, rejoices when you make a sale and suffers along with you when you lose one? Is it an organization that technologically stays ahead of all others, experiments with new ideas and unique ways to help make you more successful, and continues to come up with new platforms and methodologies to elevate your practice? Do they make it fun to do business with them? Or, when you think of an IMO, do you think of a greedy group of individuals who are simply looking to line their pockets with your hard work? Is their service questionable, the number of carriers they represent minimal, and worst of all, do you have to produce \$1,000,000 of annual premium to earn a generous commission schedule? As an independent agent, you have many choices including who you sell to, how you sell, when to sell, what to sell and which IMO to partner with.

At Levinson & Associates, for the past 48 years, we have been building an organization that we hope is right for you to partner with. With over 20 full time employees, each and every one dedicated to our Agents, we truly believe our service is unparalleled. We now proudly represent over 75 life companies and 25 annuity carriers. We've designed patented selling systems like "Sell While You Sleep,"

Insure Me Now Direct," and we've developed various other selling strategies which are currently changing the life insurance landscape as we know it. And finally, you won't have to produce at the Million Dollar Round Table level to earn fair and generous compensation. We're here every day to help build your trust and elevate your practice. We're never about greed, but rather integrity and fairness. Our impaired risk department will help you place cases that have been declined through other IMO's. Our Advanced Marketing department will help you design scenarios including premium financing and life settlements to the most complex annuity or life case.

But, in reality, we're not right for everyone. If another IMO promised you 160% commission plus free leads on your first case with them, try them first. We're confident you'll be calling Levinson after your first experience. But if you're looking for so much more, give us a call and speak to one of our Brokerage Managers. Let's form a partnership and allow us to help you build a practice you'll be proud of. We have the tools, the technology, the platforms and the desire to help without lining our pockets with your hard work. Allow us to show you what we've been building since 1972.

-Cary A. Levinson, President,
Levinson & Associates