



CARY'S CORNER

SPONSORED BY
LEVINSON & ASSOCIATES

Volume 37

"A Tribute To Wally Berman, A True Professional Who Loved The Insurance Business"

Dear Valued Friends & Agents:

Now that Summer is officially behind us and Fall is here, 100 degree afternoons will begin to become more bearable. Hopefully, all Levinson agents are happy, healthy and enjoying a successful year so far. And hopefully, with our newest technology, training sessions and Marketing programs you are all achieving your goals and helping others like no one else can. If so, our wish for each and every one of you continues to come true. All 21 of us on the Levinson team are on call to help you grow and elevate your practices like never before.

Unfortunately, I must share some sad news with you in this newest edition of our Cary's Corner. A very good friend and agent of ours for the past 45 years is no longer with us. Wally Berman was local from South Florida, a true professional who stopped at nothing to help his prospects and clients any way he possibly could. Yes, he was old-fashioned and technologically challenged, but thought nothing of driving for hours to help someone with their insurance needs. He couldn't hide his love for the life insurance business, not for personal gain, but to truly help those to keep a family together in the most devastating of times. But within the last several years, Wally became an advocate of Living Benefits, Disability and LTC. He would come into our office and tell us stories about how a policy he wrote for a client made a life changing difference because it had a Living Benefit Rider. Or how a Disability policy kept food on the table and the mortgage paid for other clients of his. Wally will be deeply missed because he stood for what our industry truly is meant to be, helping those in dire times when no one else can.

So, to each and every one of you who have Wally's love for our business in them as well, we simply say "thank you and G-d bless you." Of course, technology is here to stay, e-apps aren't going away and social media and an on-line presence are so important, but let's not forget there's no feeling in the world like handing a widow a check with young children at her side. Because of your hard work, determination and persistency, that family can now stay in their home and their children can stay in the same school. So when you're depressed and things aren't going well, take a deep breath and think of Wally and his love of the insurance industry. Thank you all so much for allowing others to survive in the most difficult of times.

Thank you,

Cary A. Levinson

President of Levinson & Associates