



**PRES WHITE AGENCY, INC**  
**A Maxon Company**

# Pres White Journal

Pres White Agency, Inc.  
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From  
**GEORGE J. COHEN**



### Points of Interest

- Don't overlook NYSDBL coverage for your clients.
- New easy to quote dental and vision plans now available.



\* All Major Insurance Carriers

\* Sales Assistance and Presentation

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## What's Mine Is Not Necessarily Yours!

During this difficult economic environment, trying to write and keep business gets more and more complicated. With this in mind, it is of no help that at times, insurance companies with their own scramble to add customers will share an agents' information on a prospective group with another agent should they get inquiries. Their view may be that if one particular agent is unsuccessful in closing the sale, another might not be.

In response to this, the Independent Insurance Agents & Brokers of New York (IIABNY) issued a press release directed to Carriers referring to this practice as "inappropriate." IIABNY has called on insurance carriers to stop giving customer data to insurance agents when a

competing agent originally submitted the information. Their statement declares:

"The basic tenet of the independent agency system is that the agent/broker exclu-



sively owns and controls its policyholder list, it's expirations and the work product."

The objective is simply to discourage the practice of supplying agents with another agent's information so that they can approach a prospect.

The IIABNY wants both carriers and agent/brokers to adhere to a legal and ethical conduct when it comes to the use of agents information. In other words "WATCH YOUR BACK!"

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Our parent, **The Maxon Company** is hosting a seminar regarding "Organ Transplant Protection for Self-Funded Groups" on April 23rd in our Irvington office. This added protection can provide value and decrease stop loss insurance rates. It is something all self-funded groups should consider, so don't miss out.

Please call **914-591-7111** to learn more about this product and to reserve your space. Lunch will be provided.

### Group Products

- Medical
- Life
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- Long Term Disability
- NY State Disability



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### Individual Products

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