



PRES WHITE AGENCY, INC
A Maxon Company

Pres White Journal

Pres White Agency, Inc.
1-800-826-2966

76 North Broadway Irvington, NY 10533
www.preswhite.com

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

* Full Brokerage Commissions

* Courteous & Professional Service

www.preswhite.com

Google Keyword:
PRES WHITE

Issue **XXXII**

August, 2010

GO TEAM GO!

Independent insurance brokers and agents are constantly challenged to find new clientele in this ever competitive arena. Good sources may come from places you interact with on a daily, weekly or monthly basis. Some examples of this may include sports programs your children might participate in. Being a sponsor of a Little League Baseball, Youth Football, Soccer, Basketball and Hockey teams can get your name out to many individuals and business owners who share these common interests. You can accomplish multiple levels by being involved.

A few months ago at a recent youth hockey game, the coach contacted me, knowing that I am an insurance agent, about life insurance as he was aware that his chil-

dren will be going to college in the near future and did not have any coverage in place.

Of course, property, casualty and liability coverage also



may be requested of you. Advertising at some of these venues promotes your services even more. I would refer to this as "networking by accident." Being involved in not only youth sports activities but community activities can provide you with a prospect list of clients with common interests. This is

satisfying on many levels as it not only assists you in your business but also helps you promote community.

I would also recommend working with individuals within the community on a volunteer basis. You may find it less stressful mainly because you will be participating in activities you and others enjoy. As you are well aware "our business involves the daily lives of most everyone."

We all need insurance and insurance must be obtained somewhere! Thus, we automatically have a common thread. So get involved in your community; participate, volunteer and support. It works out for everyone!

Group Products

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



WWW.PRESWHITE.COM

Individual Products

- Life
- Medicare Supplement
- Disability Income
- Long Term Care
- International Travel
- Sole Proprietor Medical