

Diversified Brokerage Specialists

9670 Kenwood Road
Cincinnati, OH 45242
(513) 621-9650 (800) 621-6161
Fax (513) 621-0672
Email info@dbs50.com

www.dbs50.com

Diversified Brokerage Specialists is a proud member of the following organizations, keeping us on the leading edge of industry developments...



Dedicated Staff

At Diversified Brokerage Specialists, we have an extremely qualified staff. We have specialists in every area of our business, each with over 20 years experience in their specific fields.

Jeffrey D. Mohr, RHU, CLTC - President
John J. McLean - Vice President
Chris Herrmann, CLU, CEBS - Disability Sales Manager
Joe Stephan, CLU, ChFC - Brokerage Manager
Patty Clark - Tele-Marketing Specialist
Lesia DiStasi - Marketing Assistant
Shaun Mohr - Marketing Specialist
Maribeth Schrudder, ACS - Office Manager
Bev Dawson - Commissions Manager
Cindy Kuhn - Licensing Specialist
Diana Golden - Disability Illustrations
Cheryl Ellis - Disability Specialist
Patrick Dacey - LTC/Life Specialist
Toni Melmige, ALMI, ACS - Life Specialist
Marilyn Wasser, FLMI- LTC/Life Specialist
Florence Reagan - Life Specialist
Peggi Johnson - Executive Admin Assistant

All eager to fill your insurance needs!

Diversified Brokerage Specialists



**Life, Disability, Long
Term Care Insurance
and Annuity Specialists!**

*Our goal is to make insurance
sales fast and easy!*

www.dbs50.com

Visit our website for instant proposals, spreadsheets, forms, application status, selling tools and much more!

Your Full Service Independent Insurance Brokerage Agency

Diversified Brokerage Specialists provides valuable insurance products, underwriting services, sales training and top compensation to our insurance brokerage customers. We have generations of experience and the strength to deliver ideal insurance solutions for your most valuable business, estate or personal insurance clients. Our field-proven selling systems, sales ideas and marketing ideas can make your insurance sales flourish. Once we receive an application, our underwriting and issue professionals will see that your application receives top priority and is issued in a timely manner. We are here to help you sell and to pay you top-vested commissions for each sale. We represent strong and reputable companies who are leaders in their fields at providing competitively priced quality policies. You can count on Diversified Brokerage Specialists to fit your clients with the right product, protecting them, their business and their loved ones.

Founded in 1946!

Founded in 1946 by Bill Dignan, W.R. Dignan Associates was established to provide consultation and underwriting services to health and accident insurance agents. In 1955 Dignan Associates created and sold the first-ever Business Overhead Expense disability policy to the Cincinnati Dental Society. BOE policies are today the second most popular disability sale. Our remarkable history, (listed on our website) is full of innovation, accomplishments and industry contributions. Changing names in 1985, Diversified Brokerage Specialists continued our legacy of innovation. We now rank as one of the insurance industry's most experienced and successful independent brokerage agencies, establishing long-lasting relationships with our fine producers.

Current List of Quality Insurance Carriers

Allianz
America National
Assurity
Banner Life
Fidelity Security
Genworth Life and Annuity
Great American
Illinois Mutual
ING
John Hancock
Lincoln
Lloyd's of London
MetLife
Mutual of Omaha
North American
Principal Life
Protective Life
Prudential
Reliance Standard
Standard Insurance
Transamerica

Services

- > Shopping for the best product and price
- > Superior products and companies
- > Knowledgeable sales specialists
- > Technical sales assistance
- > Quality sales ideas and selling systems
- > Effective sales training
- > Fast and friendly service
- > Fast and accurate proposal processing
- > Efficient and aggressive underwriting
- > Fast policy issue
- > Experienced staff
- > Advanced case consultation and design
- > Business insurance specialists
- > Accurate commission accounting
- > Attractive commission/bonus plan
- > Impaired risk services and products
- > Non-Med products and underwriting

Insurance Plans We Specialize In

Term Life Insurance
Permanent Life Insurance
Disability Income Insurance
Long Term Care Insurance
Impaired Risks
Annuities
Critical Illness
Guarantee Issue

Any Business or Personal Insurance need or concept!

Compensation

We pay high first year commissions from the start. Plus, our unique Multi-Company Production Bonus Plan maximizes your compensation by rewarding producers that reach production goals. Bonuses are not based upon one individual company, but by combining your business with all companies and products.

Advanced Case Analysis and Sales Presentations

Our case analysis expertise and policy comparison capabilities will provide you with the tools needed to land even the largest cases!

"We are proud to note that we are one of the only agencies in the country to have already paid over \$8,000,000.00 in disability insurance premium refunds to policyholders!" (1/1/08)

Another example of one of our sales concepts that delivers real value to policyholders!