

# Diversified Brokerage Specialists

## Diversified Brokerage Specialists

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



**THE PLUS GROUP**  
America's Premier Disability Marketing Organization



## 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 - DI Sales Manager  
Joe Stephan, CLU, ChFC - KY Sales Manager  
Shaun Mohr - Marketing Sales Specialist  
Tom Trebes - Disability Specialist  
Denny Nead - Sales Specialist  
Lesa DiStasi - Life / LTC Quote Specialist  
Scott Christie - Medicare Specialist

Jessica Elliott- Accounting/HR Manager  
Cheryl Ellis - Disability Case Manager  
Florence Reagan - Life/LTC Case Manager  
Marilyn Wasser - DI / Life / LTC Case Manager  
Michelle Lowe - Life Case Manager  
Bethany Becker - Life Case Manager  
Peggi Johnson - Licensing  
Sarah McKinney - Administrative Assistant

**All eager to fill your insurance needs!**



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

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

[www.dbs50.com](http://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

Aetna	Mutual of Omaha
AIG	North American
American National	Pacific Life
Anthem	Principal Life
Assurity	Protective Life
Banner Life	Prudential
Brighthouse	Reliance Standard
Cincinnati Life	SBLI
Equitrust	Standard Insurance
Fidelity Security	Transamerica
Gerber	United HealthCare
Great American	
Guggenheim	
Humana	
Illinois Mutual	
John Hancock	
Lincoln	
Lloyd's of London	
Medicare Companies	

## Insurance Plans We Specialize In

Term Life Insurance  
Permanent Life Insurance  
Disability Income Insurance  
Long Term Care Insurance  
Impaired Risks  
Annuities  
Critical Illness  
Medicare Products  
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 \$10,000,000.00 in disability insurance premium refunds to policyholders!" (1/1/20)*

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

## 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