

# We make complex insurance easy for agents.

*When you work with us you get all of our services for free and you keep your full commissions.*

## **EASY CONTRACTING**

We have an easy appointment process for local and national! We provide guidance on contracting, licensing in multiple states, insight on the state's market, and which carriers are the strongest.

## **COMMISSION**

You get paid your full commission every month for any new business, renewals, and bonuses! We have an online broker commission portal that tracks policy details and your full commission history.

## **MEDICARE**

Grow your 65+ market with Medicare offerings! Original Medicare doesn't cover all of a senior's insurance needs. Dickerson specializes in contracting & training agents to sell Medicare plans.



## **Core Values, Superior Services**

When you work with us, you'll have more time to focus on sales and other important tasks while we do your back-office work! We have long-standing relationships with the largest health carriers in the nation. Our technology tools will help speed your cases through submission and implementation. Our online quoting system will give you client ready proposals, plan comparisons and more!

# Let us help you grow.

Our local service and national scope can help you increase your business territory with boundless potential.

Dickerson is part of the Alera Group, an independent, national insurance and financial services firm consisting of over 90 like-minded firms who work together to leverage powerful relationships, industry expertise and resources with the goal of elevating the client experience. Collaboration and diversity are the lifeblood of our company.

## MARKETING SUPPORT

Schedule a marketing one-on-one or learn best practices from successful agents. You will get access to customizable marketing materials, compliance docs and more!

## ONGOING SUPPORT

Our team is dedicated to helping our agents. We provide ongoing communication and support as well as industry updates and trainings.

## OUR HISTORY

Dickerson was Founded in 1965 by Carl Dickerson, a noted industry and civic leader. In 2019 we expanded our footprint nationally. Our company has a rich history of offering insurance and related products that help preserve the broker/client relationship. Dickerson staff and management are seasoned professionals who work efficiently and with a high degree of accuracy to provide superior service. Our belief in a collaborative way has helped agents get to the next level of growth. Our consultative and educational approach results in mutually beneficial, transparent, and honest relationships.



## REAL-TIME QUOTING

Run your own quotes and proposals through our online quoting tools. We will help you get started with a quoting system and provide a consultation on which system best suits your practice.

## TRAINING RESOURCES

We work with agents in groups, or on a one-on-one basis. We tailor training to your needs. We host carrier webinars and general training. Our team hosts training on best practices, how to use the systems, quoting tools, enrolling clients, CE classes, seminars and more!



**DICKERSON**  
INDIVIDUAL MARKET  
AN ALERA GROUP COMPANY

IFP Specialists:

**Nathan Lacroix   Daniel Blatt   Bryan Schwartz**

Medicare Specialist:

**Margarita Slater**

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