

Re: Cherokee County Renewal 

Robert T. Johnson to: Jeffrey G Trinkwon

07/14/2008 01:39 PM

Cc: Brandon Rowell, [REDACTED], [REDACTED], [REDACTED], [REDACTED], [REDACTED], [REDACTED]

Brandon...

Outstanding!! Best of all, better than the margin (and I certainly appreciate that!!), the partnership with [REDACTED] on [REDACTED] and the credibility with uw you gained through this. Terrific job!!

Robert T. Johnson, Regional Vice President
Registered Principal
Metropolitan Life Insurance Company
2400 Lakeview Parkway, Suite 300
Alpharetta, GA 30004


[REDACTED] phone
[REDACTED] fax
[REDACTED]

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Jeffrey G Trinkwon/Ins/MetLife/US



Jeffrey G
Trinkwon/Ins/MetLife/US
07/14/2008 01:28 PM

To Brandon Rowell/Ins/MetLife/US@MetLife
cc [REDACTED], [REDACTED],
Skelley/Ins/MetLife/US@MetLife, [REDACTED],
[REDACTED], [REDACTED],
[REDACTED], Robert T
Johnson/Ins/MetLife/US@MetLife
Subject Re: Cherokee County Renewal 

Brandon, great job on your first SE renewal!!

Jeffrey G Trinkwon, Market Director
Registered Principal
Mid/Large Market- Southeast Region
Metropolitan Life Insurance Company
2400 Lakeview Parkway, Suite 300
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[REDACTED] Phone
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Brandon Rowell/Ins/MetLife/US

Brandon
Rowell/Ins/MetLife/US
07/14/2008 01:02 PM

To [REDACTED], [REDACTED] G
[REDACTED]
cc Jeffrey G Trinkwon/Ins/MetLife/US@MetLife, [REDACTED]
Skelley/Ins/MetLife/US@MetLife, [REDACTED]
[REDACTED]/Ins/MetLife/US@MetLife
Subject Cherokee County Renewal

I just wanted to say thank you to each of you for understanding the position that I was in last week on the Cherokee County Renewal. I realize that regions may vary when it comes to business practice, but Speed to Market seems to be a constant that helps our business relationships. By you giving me my options ahead of time, I was able to understand and negotiate our position.

I know its not much, but against a consultant who believes a TLR of 90% is appropriate I was able to sell a 4% increase from a UW floor of 3% with a 1 year extension on the Disability only when the Life extension was available as well.

Thanks again for your help.

Brandon Rowell
Client Executive
Metropolitan Life Insurance Company®
2400 Lakeview Pkwy
Suite 300
Alpharetta, GA 30004

Office: [REDACTED]
Fax: [REDACTED]
Cell: [REDACTED]

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