

**We make
complex
insurance
easy for
agents.**

**Let us Help
you grow.**

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



Dickerson
Insurance Services
AN ALERA GROUP COMPANY

Multiple quoting systems, personalized guidance, training, commission reporting and more...

Innovative Products

- Core Medical
- Travel plans

- Critical Illness and Hospital

- quoting systems
- Dental and Vision
- Life
- Medicare
- group employee benefits

Easy Contracting

We provide national contracting and guidance on licensing in multiple states, giving insight on the state's market and the strongest carriers

Customer Service

Our customer service team is dedicated to helping our brokers. We offer traditional services at no extra cost.

Training

We work with every agent in groups, or one-on-one. We tailor training to your needs, from marketing best practices, to practice runs with the systems and quoting and enrolling clients

Ongoing Support

Consistent communication with our broker partners to share best practices and new industry updates

*Service available with a commission split

Local Service, National Scope

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.





Core Values, Superior Services

Dickerson was Founded in 1965 by Carl Dickerson, a noted industry and civic leader. In 2019 we expanded our footprint by acquiring the firm of Shepler & Fear General Agency located near Sacramento, CA. 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 are reinforced with sound but flexible workflows, quality assurance procedures and state-of-the-art systems that maximize their ability to achieve results efficiently and with a high degree of accuracy and service.

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 California and nationwide. Our use of technology and tools will help speed your cases through submission and implementation. Our online quoting system will give you client ready proposals, plan comparisons and more.

Real-Time Quoting

Get quotes and proposals through our on-line quoting tools. You'll have client ready proposals, plan comparisons and employee/employer contribution options.

Educational Services and Compliance Support

We offer a wide variety of webinars, podcasts, in-person seminars, CE classes and other resources to keep you up-to-date on industry trends, compliance and more.

Benefits Consultation

Our staff offers excellent benefit consultation and analysis. We use our experience in benefits to benefit you.

Sales and Marketing Support

Your Dickerson team will assist you with strategies, quoting presentations, enrollments and more once you join our team. You'll get access to client-facing marketing materials, check lists, comparison charts and more!



Our Mission

"Dickerson Employee Benefits was founded on the belief that all people should have equal access to affordable healthcare. Our employees are dedicated to serving the broker community by providing the most complete selection of products available. We are committed to excellence, ensuring each broker receives comprehensive, efficient and caring customer service."

We have regional sales offices in both Northern and Southern California, offering personal service, expert staff and a commitment to excellence that remains the foundation of our business.

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General
Agent*
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