

I recently sold my two Allstate Books of Business with the help of Mel from Samm Consulting. After being an agent for 33 years and reaching the age of retirement I decided it was time to relax and kick back. I contacted Samm Consulting and listed my two agencies for sale.

As a seller I felt the three most important things to me were that I receive a fair price, I find a qualified buyer and that I receive help in the negotiation process. Samm Consulting helped me in all three of these areas. Once listed with Mel I didn't have to do anything except say yes or no to a prospective buyer's offer. Mel very quickly helped me find a qualified buyer, which in Allstate's world is one of the most difficult pieces of your sale process. He was able to get an offer which exceeded what I even thought I would be able to get.

For the buyer I would think the most important things would be paying a fair price, knowing and being able to communicate the quality of the book that is for sale, knowing lenders and being able to negotiate. Even though I wasn't on that end of this process I felt Mel did a very good job for both of us. Knowing lenders is a huge benefit.

If you are looking to sell your agency, especially an Allstate agency, I highly recommend Samm Consulting.

Debbie Bates  
Happy Newly Retired Insurance Agent