Meet our Million Dollar Round Table Top Of The Table Advisor Peter Townsend

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At Sagicor, our team members go above and beyond to exceed the expectations of our clients. Here at Sagicor Insurance Brokers we acknowledge our team as much as we can. We believe in recognizing their excellent performance publicly. It's time to meet our Top of the Table winners, learn more via their blog posts below.

Meet Peter Townsend

How long have you been a Sagicor Life advisor?
Since February 1, 1986.

What do you enjoy the most about being an advisor?
I enjoy satisfying the financial security needs of my clients and seeing the positive impact of my advice on their lives and on that of their families, business establishments and employees.

What is your biggest/most fond accomplishment in your career as an advisor?
Witnessing the fulfilment of the promises which my company and I made to my clients, when those life-changing/game-changing moments arrive. For example: the delivery of money when its needed for surgeries; income replacement when being hit by critical illnesses; home ownership; children's education; business startups or expansions; pension; payment of Estate Duties (death duties needed to transfer assets to loved ones) and funeral expenses.

Which Sagicor Life product do you like the most and why?
USD $ denominated investments combined with critical illness benefits (Ultra Lifeline in USD currency) as this helps our clients to better withstand the adverse effects of devaluation, inflation and financial threats to their futures in the event of a critical illness which could wipe out their savings and end their careers.

How do you stay motivated as a leader?

I stay motivated by the positive feedback from my clients which comes through their loyalty, referral to new clients, repeat business. My hard working support staff also keeps me motivated.

What are your top 3 things to share with other managers/leaders?

i. Focus on the Client: Diagnose their financial security needs;
ii. Focus on the Client: Be selfless in prescribing the most appropriate product to fill the gap in their financial security framework.
iii. Focus on the Client: Provide them with first world after-purchase service, in the manner which I would like such services to be delivered unto me.

Contact Peter to talk about your financial goals.