

Application for Insurance Listing/Advertising on The White Coat Investor Website

Personal and Firm Information

Your Name:

Stephanie Pearson, MD, FACOG

Name of Firm:

PearsonRavitz, LLC (formerly StephaniePearsonMD)

Insert link to your website: StephaniePearsonMD.com

Which services do you provide:

Term life insurance- Yes

Permanent life insurance- Yes – when it is the right thing to do

Disability insurance- Yes

Annuities- Not appropriate for our clientele currently, but have the ability to offer

Other services (please list):- Audit current policies

Years of financial experience: Stephanie 2.5 years; Scott Ravitz 12.5

Years of experience selling life and/or disability insurance: See above

Years your firm been in business: 2.5 years

Which of the following designations do you hold (Check all that apply):

CFA

CFP

ChFC

CLU

CPA

PFS

EA

MBA

BS or MS in finance related field

Other (please list): MD, FACOG

Have you had any events in the past that are reportable to regulatory agencies? If so, please attach explanation. NO

Have any of your former clients sued you? What was the outcome? Please attach explanation. NO

Are you currently involved in a lawsuit by a client or former client? Please attach explanation. NO

Insurance Philosophy

Are you an independent agent? I.e. Are you able to sell life or disability insurance from any company to any client?

We are independent brokers. We have appointments with the six traditional carriers and the non-traditional carriers. We compare and contrast so clients can make an educated and informed decision.

Do you have access to Compulife software (or similar)? Do you routinely use it to ensure your client is getting the lowest cost term insurance available from a reasonably financially strong company?

We have access to life insurance software that gives quotes from the top rated carriers.

What is your association (if any) with Guardian? Appointed brokers

What is your association (if any) with Northwestern Mutual Life? None. They work with only captive agents.

What life insurance companies do you typically use for term life policies for clients? Please list any company that comprises 5% or more of the term life policies you have sold in the past year with the approximate percentage of times you recommend a policy from that company.

We use only top rated carriers that provide top quality products and the ability to convert to permanent insurance in the future, if it is warranted.

What disability insurance companies do you typically use for disability policies for clients? Please list any company that comprises 5% or more of the disability policies you have sold in the past year with the approximate percentage of times you recommend a policy from that company.

We represent and sell Principal, Ohio National, Guardian, Ameritas, Standard, Mass Mutual, Lloyds of London, Fidelity, and Peterson. We will recommend the policy that is the best fit for an individual client. It is not a one size fits all industry.

Do you believe that most doctors should own a cash value life insurance policy?

Most physicians, no. An occasional physician, yes. A very small percentage of young physicians would benefit from a permanent product.

To what percentage of your clients have you sold a cash value life insurance policy? Less than 1%

Please describe your use of permanent life insurance- types of policies recommended and reasoning:

We only suggest permanent life insurance for a very select number of clients in tandem with term insurance. There are physicians who would benefit from the estate/asset protection of permanent insurance.

To approximately what percentage of your clients under 60 do you recommend an annuity? What type?
None

To approximately what percentage of your clients over 60 do you recommend an annuity? What type?

We currently do not have many clients over 60. Again, for a select population, annuities may be the right choice. We have the ability to offer should the need arise.

Approximately what percentage of your firm's revenue comes from the following sources in any given year:

Term life commissions:

Disability commissions:

Permanent life commissions:

Annuities:

Other insurance commissions:

Other fees:

The vast majority of our income comes from DI and term LI commissions. I have purposefully not been made aware of my commission rates, as I do not want anyone to claim that I am biased. My partner and CFO handle that information.

Physician Specific Issues

How many physicians and/or dentists have you sold a disability insurance policy to in the last year?

In the last year- close to 200

Scott has helped thousands during his career

98% of our clients are physicians and their families, due to the fact that it is the group that I relate to personally.

Do you have access to disability insurance discounts for most of the large physician employers across the country?

We currently have access to many discounts. We have also been integral in creating several discount programs.

Are you familiar with the various medical association group life and disability policies?

We are familiar with many of the medical association policies. Often, they have inferior language over private policies, which we can review with clients.

What do you feel is your biggest value-add for a doctor?

I am a disabled physician who had to learn a lot the hard way. I bring a unique knowledge of being a physician first, and broker second. I know first-hand the importance of quality insurance and physician risk management. I am trying to educate and empower physicians, young and more experienced, regarding insurance. I have partnered with an extremely knowledgeable broker, Scott Ravitz, to provide the best possible care, information, and protection for my colleagues. (He was the broker that helped me when my broker was not as responsive as I hoped.)

Together, we build on each other's expertise to advocate for each of our clients.

Anything else that you would like me to take into consideration with regards to your application?
(Attach additional documentation as desired)

Education is the most important thing to me. I continue to lecture to residents on the importance of this topic, and I give Grand Rounds about the mental and physical impact of Physician Disability. I have unique insight into the insurance market. I am able to advocate for my clients as both a physician and a broker. I can speak with underwriters in a way that most insurance brokers are unable. I am, and always will be, a physician first.

