

# **CENCO-LONG INSURANCE CENTER, LLC Q&A FOR CENCO PRODUCERS**

**April 7, 2025**

## **What changes might I notice at Cenco?**

Virtually none. The current Cenco staff, location and phone numbers remain the same. No one is leaving or retiring, we are just adding.

An improvement will be more team members available to support your practice including the highly experienced duo of David and Sheryl Long along with their great long-time administrator Barbara Freeland.

## **Exactly What is Cenco Long Insurance Center, LLC (CLI)**

CLI is a newly established entity comprised of the principals of Cenco Insurance Marketing Corp and Lawrence B. Long Insurance Services (LBL), aka Long Insurance Services. Respectively Pete Altmann of Cenco and David and Sheryl Long of LBL.

## **What advantages are there for me as a Cenco or Long producer with Cenco-Long?**

Besides additional access when needed via phone and/or e-mail to more highly experienced staff, there will be greater access for you to a larger variety of carrier contracts and life insurance-related products and marketing resources.

## **Are the office locations changing?**

Both offices will continue to remain as is at 1501 El Camino Ave. Suite 1 Sacramento CA and 4633 Whitney Ave., Suite B Sacramento CA for now. We are looking to combining into one of our offices at a later date. We will keep everyone apprised.

## **What about phone numbers?**

Because of their many years of having established constant phone numbers, the current phone numbers will remain the same.

However, we have already integrated David, Sheryl and Barbara into Cenco's phone and intercom system so they can now easily be reached via Cenco's phone numbers.

Otherwise, all current phone numbers will remain for both offices. Next will be a fully integrated interoffice phone system for both offices while separate and then when moved together.

## **What other changes might be noticed in the future.**

Next will be the launch of an exciting new, more featureful, easier to use, more secure CLI website, plus some added e-mail address options, in addition to the current e-mail addresses, which you can continue to use. More on the exciting new website coming soon.