

# Monica Harrell

*"..where the BUSINESS of INSURANCE is PERSONAL.."™*



*Since I started at Stan Burns Insurance Services over 8 years ago, I have realized what it means to be a "personal" sales agent.*

*I take the time to listen to what my clients have to say rather than assume what their insurance needs are. Furthermore, I inform my clients as to how the coverage needed will protect them and their business.*

*If you want a quick follow-up to a quote request, then I am the agent for you. I like to keep my clients updated frequently by returning and making follow-up phone calls. Building rapport with my clients is very important to me.*



**Allied  
Insurance**

a Nationwide® company  
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**Liberty Mutual**  
INSURANCE

## Areas of Expertise

*My areas of expertise are commercial investment properties such as apartments, office buildings, shopping centers and industrial properties. I also provide Workers Compensation, General Liability and Commercial Auto insurance needs for any type of small to medium size business.*

## My Portfolio

*Through Stan Burns Insurance Services I have access to over 70 "A" Rated Insurance carriers. You are not "locked" into one company, which means you have the advantage of obtaining the best coverage and pricing options.*

## My Mission

*I listen to and do not talk over my clients. I simply make suggestions that cater to my client's needs. I aim to find markets for hard to place commercial lines and industries, while establishing good rapport with my clients*

## About Stan Burns Insurance Services:

The agency was formed in 1965 by Stan Burns. Tom Burns purchased the agency in 1994 and has led the company into its 50<sup>th</sup> year. The agency donates to many local charitable organizations as a way of giving back to the community it serves.

## Current Clients

*"Monica presented several options which made me feel like she went above and beyond the call of duty, I will definitely go to Monica when my other business policies come up for renewal." – Abirami De Silva, The Wags Club*

*"Monica has changed my view of what a true, dedicated agent is all about...she earned my business and my loyalty with her impeccable follow-up. She took the time to understand my vision and the direction of my company and identified exactly what I was looking for"  
Marisol Gutierrez, MLG Staffing Experts*

*For more information about Stan Burns Insurance Services, Inc., and to reach me directly, call, email or visit:*

**Phone: 800-491-7655 x 108**

**Email:**

**[monica@stanburns.com](mailto:monica@stanburns.com)**

**[www.stanburns.com](http://www.stanburns.com)**