

Diversified Brokerage Services Welcomes Steve Grant as Newest Field Relationship Manager for the Northeast Territory

Minneapolis, MN – September 22, 2020 – Diversified Brokerage Services, Inc. (DBS) is pleased to announce the addition of Steve Grant as its newest Field Relationship Manager for the Northeast Territory. Steve brings an important mix of experience in both the life insurance and long-term care insurance market, having worked previously for such life insurance carriers as John Hancock and Lincoln Financial. His passion is assisting financial professionals in the important discussions of both life insurance and LTC planning, making him a perfect fit for this role in working with financial professionals.



As George “Chip” Van Dusen IV, DBS President and CEO explains, “I’m really excited about having Steve join the DBS family. His experience and approach to life insurance and long-term care will be a tremendous asset to the organization. I’m confident that the advisors in his territory will be impressed with his knowledge and insight when it comes to helping their clients find insurance solutions.”

Steve began his career with Metropolitan Insurance and quickly moved through the ranks with promotions to Sales Manager and District Manager before moving into long-term care. He then moved his practice to John Hancock, who at the time was one of the premier companies offering LTC insurance. There, he was recognized as one of the top producers of LTC insurance in the country but chose to reenter sales management to oversee the brokerage arm of their LTC insurance division. As Regional Vice President he ran the LTCI distribution, and when John Hancock decided to exit the LTC market Steve was hired by Lincoln Financial as a Marketing Director before ultimately landing at DBS.

With Steve’s previous experience being at the carrier level, he looks forward to working with DBS, where he can take advantage and highlight the many top insurance carriers and products a brokerage general agency can offer.

“Steve is a great addition to the team,” notes Kurt Fasen, Sales & Marketing Executive for DBS. “With his background in the industry, and his great ideas on how best to approach financial professionals, I expect he’ll quickly make some good connections and find success. We are looking forward to seeing what he can do in the Northeast.”

Steve lives in Buffalo, New York with his wife of 41 years, Kathleen. He has three grown children and six grandchildren. His favorite pastime is sitting around the fireplace enjoying the sunsets of Lake Erie with his wife, kids and grandkids.



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