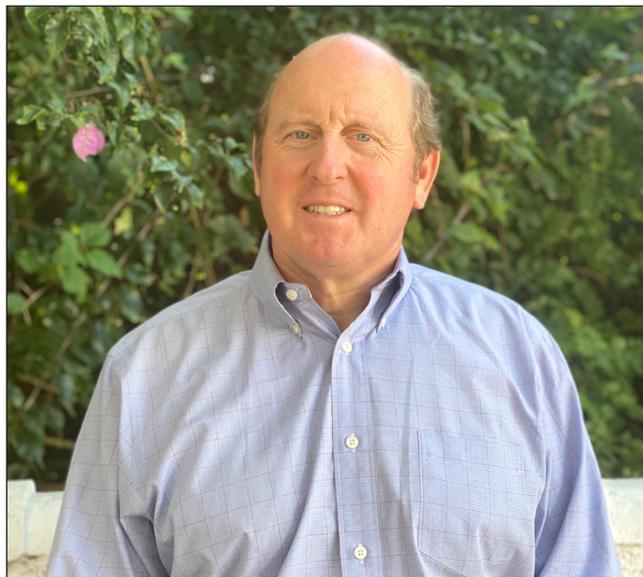


The Cape Cod Chronicle



Terrence G. Sullivan

Newsworthy...

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Minding Your Business

The insurance company that bears his name is the company his great-grandfather started, and the company he's associated with today is a new group with the same name but not named after him. "Sullivan in Ireland is like Smith in America," said Terrence Sullivan. "In 1922 my great grandfather started an insurance agency. It grew to be a multigenerational firm that I was part owner of," he said. "In 2016, the third and fourth generations of family merged with a VC group with international reach. The new group has been an opportunity to all family members involved. Other family members opted to stay on but I chose to take a three-and-a-half-year non-compete term and opt out. That option was up as of Sept. 1, 2019 and I have now committed to start a new family legacy business. I am now partnered with Sullivan Group Insurance with offices in Needham, Worcester and Chatham. A new insurance company with the name Sullivan but not my family name," he laughs. "Sullivan Group has over 50 employees offering commercial, personal, life and health benefits. We represent most of the same major insurance carriers that I had before the sale.

"Commercial insurance is my specialty," said the chartered property and casualty underwriter (CPCU) and construction risk insurance specialist (CRIS). "I am focused on commercial insurance for mid-size to larger businesses in Chatham." Sullivan worked at Travelers Insurance Company as a commercial

underwriter and then at his great-grandfather's company for more than 30 years. He has extensive experience in all types of insurance.

"I have been doing business in Chatham since 1983. And I live in Chatham year-round." His sons worked at Chatham

Bars Inn, his daughter worked at the Chatham Clothing Bar and another daughter worked at Bistro on Main. "My partners in Sullivan Group have strong ties with and are well known in the Harwich Port area. I am a full equity partner in the new business. We are looking to open a larger office in Chatham over this next year."

"I feel absolutely confident that we are staffed to provide the same or better service than the prior family business. With a staff of six personal line CSRs, eight commercial line CSRs and four claims representatives for a total contingent of producers and support staff of 53, Sullivan Group is ready for all your insurance needs. We represent these main commercial lines: Hanover, Travelers, Vermont Mutual, Chubb, Liberty Mutual, Acadia, CNA and Cincinnati, and these personal lines: Andover Mutual and PURE Insurance along with Hanover, Travelers, Vermont Mutual and Chubb."

Sullivan wants you to know he can come to you and help you with your insurance needs. "I'm proactive. I can come to see you right now!" He told me that he looks "forward to leveraging new and prior insurance relationships to build a new long-term business for the benefit of the next generation."

