

Elliot Monsod

New Port Richey, Florida



Mosaic Insurance Partners, LLC

Learn about Florida Entrepreneur Elliot Monsod:

Originally from Jersey City, NJ, Elliot Monsod, owner of Mosaic Insurance Partners, moved with his family to Pasco County when he was six years old. After earning degrees in Business Administration and Marketing Management at Pasco-Hernando State College, Monsod worked in the telecommunications industry for seven years, followed by two years with National Cash Register – a software, professional services and consulting company that makes point-of-sale terminals for restaurants. In 2014, as Monsod shared, a career change into the world of insurance laid the foundation for the eventual formation of Mosaic Insurance Partners.

“I spent three years with AmeriLife selling Medicare policies, life insurance and annuities,” he said. “After AmeriLife, I worked for another insurance agency for two and a half years selling the same products. It

was in this role where I got the idea to start my own agency.”

Monsod continued, “I really wanted to build my own business. I wanted to set my own schedule and to have the freedom to work when I wanted to work. Along the way, I received a lot of support and encouragement from my girlfriend and family. That further solidified my decision to go off on my own.”

Monsod incorporated the business in 2019 and went full-time on it around November. Working through a handful of challenges including, getting qualified leads and completing the paperwork to be contracted with various insurance carriers, Monsod is focused on serving the Medicare Advantage, Medicare Supplement, Life Insurance, Long Term Care and Annuity markets. While he is licensed to sell individual under-65 health insurance, he’s more focused on the senior market. The carriers he’s contracted with include, United Healthcare, Humana, Aetna, Cigna, Wellcare, Mutual of Omaha, Freedom Optimum and more.

In terms of a growth strategy, Monsod shared this, “Invest in opportunities to connect with more potential clients. There are a lot of people looking for help – it’s just a matter of getting to them. I’m also part of a networking group that meets weekly.”

With ten years of life and annuities licensing, five years of health insurance licensing, a commitment to building something special and a mission statement that reads – Proactively leverage others. Provide client focused value and continue to stay competitive in tomorrow’s world – Monsod is well-positioned to accomplish his future goals of building Mosaic Insurance Partners into a top notch and well-respected insurance agency.

What advice does Monsod have for aspiring entrepreneurs? “Follow your dreams and never give up,” he said. “Also, work with people that are better, faster and stronger than you are. Learn from them. Lastly, be careful who you work with and use your money wisely. Work more conservatively.”

This profile made possible by the following sponsors:



SMARTSTART
A PASCO EDC PROGRAM