

EPIC adds Principal George Descalso in San Mateo: California's Fastest Growing Brokerage Continues to Attract Top Talent

SAN MATEO, Calif., Feb. 14, 2013 (SEND2PRESS NEWSWIRE) – EPIC (Edgewood Partners Insurance Center), a retail property, casualty and employee benefits insurance brokerage, has added George Descalso as a property and casualty insurance producer and principal in its San Mateo office. A San Francisco Bay Area native, Descalso's insurance career spans 30 years. He brings extensive knowledge of risk management, property and liability insurance and the insurance marketplace to EPIC.

Descalso's responsibilities will include the acquisition of new clients as well as the design, placement and oversight of risk management and property & casualty insurance programs. He has worked with a wide range of business and industry, including construction, real estate and property management, wholesale and retail distribution and electronics manufacturing. Descalso will be a part of EPIC's Bay Area property & casualty division, reporting to managing principal and risk management practice leader, Joe Vineis.

"George's client focus, reputation for excellence, and ability to deliver innovative solutions make him a great fit for EPIC," said EPIC co-founder Dan Francis. We are very excited to have another professional of George's caliber join our growing San Francisco Bay Area team."



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Prior to joining EPIC, Descalso spent six years with broker Andreini & Company in San Mateo, Calif., where he was a senior vice president responsible for new business development, program design and management and client retention. Before Andreini, Descalso spent 21 years with Thoits Insurance Service, Inc. in San Jose, Calif., where he was most recently an executive vice president.

Descalso attended St. Mary's College in Moraga, Calif. where he earned a Bachelor of Science Degree in Accounting. While at St. Mary's Descalso played

four years of NCAA varsity baseball. After leaving college, Descalso played baseball professionally in Italy for one season before entering the insurance business.

“EPIC is focused on delivering real value and a high return to clients through both individual initiative and strong teamwork,” said Descalso. “I appreciate that personal accountability, true collaboration, competition and having fun are so deeply engrained in EPIC’s principles and practices. I’m truly excited to join this innovative and successful organization.”

Descalso and his wife Marylou make their home in San Carlos, Calif. and have six children. His oldest son, Daniel, is currently a regular infielder for the 2011 World Champion St. Louis Cardinals major league baseball team.

George Descalso can be reached at:

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About EPIC:

EPIC is an innovative California-based retail property & casualty and employee benefits insurance brokerage and consulting firm. The company provides a unique equity ownership opportunity and has created a values-based culture that attracts and retains top talent, fosters employee satisfaction and loyalty and sustains a high level of customer service excellence.

The fastest growing brokerage in the state, EPIC now has more than 300 team members operating from nine offices across California (Los Angeles, Irvine, Ontario, Fresno, Folsom, San Francisco, San Mateo, Petaluma and San Ramon).

With more than \$60 million in revenues, EPIC ranks among the top 50 retail insurance brokers in the United States and is the 5th largest privately-held broker in California. For more information, please visit <http://www.edgewoodins.com/> .

* PHOTO Caption: George Descalso.

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