

# EPIC adds Southeast Region Employee Benefits Consultants Joe Salome and Barbara Scales

ATLANTA, Ga., Jan. 13, 2015 (SEND2PRESS NEWSWIRE) – EPIC (Edgewood Partners Insurance Center), a retail property, casualty insurance brokerage and employee benefits consultant, announced today that Joe Salome and Barbara Scales have joined the firm's Employee Benefits Consulting team in Atlanta.

Joining as a Principal, Salome brings 25 years of benefits consulting experience to EPIC. He was previously a Principal and Benefits Consultant at Mercer in Atlanta, where he specialized in middle market clients across a wide range of industries including Restaurant/Retail, Legal Services, Professional Services, Property Management, and Manufacturing.

Scales joins EPIC with over 40 years of employee benefits experience, including 11 years in consulting and 10 years in underwriting. As an Account Executive and Senior Associate working with Salome at Mercer, Scales provided client service, financial and project management support to a number of large, high profile clients.

As consultants for EPIC's Employee Benefits practice in the Southeast, Salome and Scales will provide client service leadership, including overall strategy, coverage negotiations, and the coordination and management of internal and external resources.

Salome will focus on relationship management and business development, bringing new clients to EPIC. Scales will focus on account management, financial and cost analysis, and client service.



“Joe and Barbara were a leading team for one of nation’s largest benefits consulting firms and they have built strong relationships here in the Southeast,” said Steve Needle, Southeast Region Employee Benefits Managing Principal. “Their addition will help EPIC continue to deliver on our core values of client service excellence and advocacy, while further expanding our market expertise.”

While at Mercer, Salome and Scales received recognition and numerous awards for their consistent production, retention, and client relationship management.

Salome earned an undergraduate degree in Risk Management and Insurance from the University of Georgia.

“It is very exciting to join a firm committed to middle market business that realizes client satisfaction must be the number one goal,” Salome said. “EPIC is taking a fresh and innovative approach to employee benefits consulting and service excellence, which will certainly help Barbara and I achieve that goal for the benefit of our clients.”

To learn more, visit <http://www.epicbrokers.com/>.

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PHOTOS for media:

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