

EPIC, Dowling Capital Partners and Premier Insurance Combine Forces to Change Hispanic Insurance Market

SAN FRANCISCO, Calif., June 3, 2013 (SEND2PRESS NEWSWIRE) – EPIC (Edgewood Partners Insurance Center), a retail property, casualty and employee benefits insurance brokerage and consultancy, announced today a partnership with Dowling Capital Partners (DCP) and Premier Insurance Services, focusing on the personal insurance needs of the Hispanic market in the West and Southwest regions of the United States.

The platform for the new EPIC and DCP venture (Protector Holdings, LLC) is retail insurance broker Premier Insurance Services, Inc. Premier Insurance Services, Inc. is an agency founded by President Alex Kabir to serve the unique insurance needs of the Latino community across California. Since its formation in 2004 with a single office in Bakersfield, CA, Premier has grown to 15 locations across the state and is now the ninth largest non-standard automobile broker in California.

Kabir will work closely with Protector Holdings CEO Paul Areida to expand the Premier brand across the Western and Southwestern United States.



“There is a tremendous opportunity in the Hispanic insurance market,” says Areida. “Historically, a few large agencies have controlled much of this business, but this is rapidly changing. Carriers, vendors, salespeople and our Latino communities are all looking for a better, more effective alternative. Alex Kabir, the Premier team and I will provide a strong, viable option with the financial, operations and market relations support of EPIC and Dowling Capital Partners.”

Kabir adds, “The Premier team has built a strong reputation of professionalism, service and value. We are poised to expand significantly to better reach and serve our Latino customers. The support of EPIC and Dowling Capital Partners and the formation of Protector Holdings make it possible to capture the current opportunities and expand our market share. I am very excited to join with Paul Areida and Protector Holdings in this effort.”

Paul Areida can be reached at:
Protector Holdings, LLC
Address: 135 Main Street, 21st Floor, San Francisco, CA
Phone: 818-482-6917
Email: paul [at] protectorholdings.com

Alex Kabir can be reached at:
Premier Insurance Services, Inc.
Address: 1231 E Washington St # B, Colton, CA 92324
Phone: 949-836-0604
Email: akabir [at] freenetquote.com
Web Site: www.freenetquote.com .

About EPIC:



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EPIC

is a unique and innovative retail property & casualty and employee benefits insurance brokerage and consulting firm. EPIC has created a values-based, client-focused culture that attracts and retains top talent, fosters employee satisfaction and loyalty and sustains a high level of customer service excellence. EPIC team members have consistently recognized their company as a "Best Place to Work" in multiple regions across California and as a "Best Place to Work in the Insurance Industry" nationally.

The 7th largest broker based in the U.S. West, EPIC 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) and in Denver, Colorado.

With more than \$80 million in revenues, EPIC ranks among the top 40 retail

insurance brokers in the United States. The company's strategic plan calls for more than tripling revenue over the next five years (\$250 million by 2018) and further expansion across the country. For additional information, please visit <http://www.edgewoodins.com/> .

About Dowling Capital Partners:

Dowling Capital Partners is a private equity fund that invests primarily in the insurance industry, including underwriters, distribution firms and service companies. Collectively, the management of DCP has over 80 years of senior level industry experience, including insurance-related private equity investment management, investment banking, industry research and operational and board-level roles within major insurance, reinsurance and brokerage companies. Formed in 2011, DCP's financial partners include highly regarded insurance industry organizations and professionals. DCP provides its portfolio companies and co-investors with industry expertise, broad relationships and operating experience. DCP's affiliates include Dowling & Partners Securities and Dowling Hales, leading insurance industry-focused equity research and investment banking boutiques. The firm is based in Farmington, CT. For additional information, please visit <http://www.dowlingcapitalpartners.com/> .

About Premier Insurance Services:

Founded in 2004 by Alex Kabir, Premier has grown to be the 9th largest broker of non-standard auto insurance in California. Now serving the Latino community from 15 offices across the state, Premier plans to aggressively grow its operations as a part of Protector Holdings, LLC, a joint venture of EPIC and Dowling Capital Partners. For additional information, please visit <http://www.freenetquote.com/> .

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