

BurrellesLuce Express

75 East Northfield Road/ Livingston, NJ 07039 / 973-992-6600

SOURCE: East Bay Business Times (Pleasanton, CA)

AUDIENCE: 16,325 [provided by Nielsen//NetRatings]

DATE: 11-15-2007

HEADLINE: San Diego insurance brokerage opens Pleasanton office

Source Website

East Bay Business Times – by Chris Rauber

Intercare Insurance Solutions, a Southern California-based insurance brokerage and benefits consulting firm, has opened a five-person outpost in Pleasanton and plans to expand rapidly in the Bay Area.

The new office -- opened Nov. 1 but announced Nov. 14 -- is headed by Debora Karstetter, executive vice president, who is expected to "spearhead the company's expansion initiatives in the San Francisco Bay Area," as well as in Houston and Phoenix, according to the statement by the privately held San Diego-based firm.

In coming months, Karstetter will expand its presence throughout the region, ***Intercare*** said, without providing any specific details.

Gayle Griffith, a spokeswoman for ***Intercare***, formerly known as VIIA, said the fast-growing brokerage specializes in health and wellness, including employee benefits and retirement benefits. ***Intercare*** handles \$140 million in client premiums annually.

Karstetter has been in the industry for more than 25 years, and had executive jobs at ABD Insurance and Financial Services and Minet Insurance Services.

The firm, founded in 1994, also has branch offices in Roseville, Sacramento, Fresno, Irvine, Orange and Pasadena and in Houston. It claims more than 800 clients in industries such as biotechnology, medical devices, manufacturing, financial services and hospitality.

San Francisco Business Times

All contents of this site (c) American City Business Journals Inc. All rights reserved.

Highlights: Intercare Insurance Solutions, Intercare