

## Heffernan Insurance Brokers Promotes Marc Paletta to Sales Manager, Benefits

Written by Australian Business

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SAN FRANCISCO, Jan. 13, 2014 /PRNewswire/ -- **Heffernan Insurance Brokers**, one of the largest full-service, independent insurance brokerage firms in the United States, recently promoted Marc Paletta to Sales Manager for its Northern California Benefits team.

Paletta began his career in underwriting before moving into sales as an Account Executive. Shortly thereafter he was promoted to Regional Sales Manager for Northern California, where his duties included providing successful sales strategies (focusing mainly on the defined contribution approach), conducting seminars for top brokers, and facilitating the sale of groups. In 2004 he joined Heffernan Insurance Brokers as Vice President of Benefits. For the last ten years, Paletta has consistently ranked among the company's top producers.

Steve Williams, President, Heffernan Financial Services and Employee Benefits, stated, "Marc's combined work ethic, attention to detail and consultative approach to winning and keeping business will be an asset to the Benefits team. We are excited to see him take the next step as Sales Manager."

Marc Paletta was born in Marin County and graduated from the University of California at Santa Barbara.

### About Heffernan Insurance Brokers

Heffernan Insurance Brokers, formed in 1988, is one of the largest independent insurance brokerage firms in the United States. Heffernan provides insurance and financial services products to a range of businesses and individuals. Headquartered in Walnut Creek, Calif., Heffernan has offices in San Francisco

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Petaluma  
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Menlo Park  
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Los Angeles  
and  
Orange County, CA  
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Portland, OR  
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St. Louis, MO  
and  
New York, NY  
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Employee-owned, Heffernan Insurance Brokers was named the Top Mid-Sized Broker in the United States to Work for in 2009 by Business Insurance Magazine. The firm has been among the Top Greater Bay Area Philanthropists since 2003, donating more than 16% of profits to charity in 2012.

For more information, visit [www.heffins.com](http://www.heffins.com) or call 800.234.6787. License # 0564249.

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