Core Services
Overview
Our risk-advisory strategy has remained consistent, but we’ve expanded in multiple directions—lines of business, products, services—to offer one-stop, full-service solutions in the following disciplines:

⊲ Commercial Property & Casualty Insurance
⊲ Employee Benefits
⊲ Retirement & 401(k) Plan Services
⊲ Personal Insurance
⊲ Federal and Private Crop Insurance
⊲ Construction
⊲ Nonprofits
⊲ Real Estate
⊲ Retail
⊲ Senior Living
⊲ Technology
⊲ Social Services
⊲ Transportation
⊲ Senior Living
⊲ Social Services
⊲ Technology
⊲ Transportation

Our Roots in Agribusiness Run Deep
We’ve been a leading agribusiness insurance broker in the west for more than 70 years. From the beginning, we’ve built long-term relationships with clients—growers, harvesters, processors, packers, shippers, distributors, retailers, and virtually every type of vendor or supplier that touches the agribusiness industry—“from seed to table.”

Our Capabilities and Expertise are Wide
You need a broker who understands the nuances of your business. Today, our industry knowledge expands far beyond agribusiness:
Commercial Property & Casualty Insurance and Risk Management

We are well-versed in a wide range of traditional and industry-specific property & casualty insurance products. But it’s more than simply placing insurance. We are equipped and ready to do the following:

⊲ Dig deep to identify and analyze your underlying risks
⊲ Design the appropriate program structure from guaranteed cost to sophisticated alternative-risk options
⊲ Utilize a systematic negotiation and placement process that is heavy on communication
⊲ Provide you a skilled client-service team to sweat the day-to-day details throughout the year
⊲ Commit ourselves to a risk-management approach with a risk-control team that focuses on delivering loss prevention and claims-advocacy support

Employee Benefits

A comprehensive employee-benefits program is frequently the key variable in your ability to attract and retain quality team members. But developing, implementing, and managing these programs is a complex undertaking as you balance financial considerations, an ever-shifting landscape of insurers and vendors, governmental oversight, daily administration, and your interest in fostering a healthy workforce. That’s where we come in.

⊲ We can take a systematic approach to design and placement with heavy utilization of analytics, careful review and selection of a renewal strategy, and aggressive negotiation.
⊲ Once a program is selected, we can be there for implementation and ongoing administration: open-enrollment support, employee-communications expertise, compliance guidance, and employee-wellness initiatives.

Retirement and 401(k) Plan Services

Planning for and managing the retirement needs of you and your employees is a delicate balancing act. We believe financial literacy is the foundation for creating a secure future. Although each organization and each participant is unique, our approach is consistent:

⊲ We start with a discovery session to learn about your current retirement plan, your issues, and your goals.
⊲ Our team sorts through an array of qualified and non-qualified plan options with you to tailor the best path forward; we then enter the marketplace to negotiate.
⊲ Once the plan is in place, we can provide ongoing administrative, educational, investment advisory, compliance, and regulatory support.

Personal Insurance

You’ve worked hard to get where you are and we want your personal assets to receive the same level of attention and protection as do your commercial interests.

Each year, before we undertake any insurance-placement efforts, we can conduct a Personal Risk Review to determine if there have been any changes in your risk exposures, risk appetite, and/or financial situation. Armed with this information, we are better positioned to tailor individualized marketing strategies, identify appropriate carriers, and set renewal objectives that best respond to your needs.

You’ve worked hard to get where you are and we want your personal assets to receive the same level of attention and protection as do your commercial interests.
Get the Right Team on Your Side
Every day, we come to work, roll up our sleeves, and provide legendary service to our clients.
We have a seasoned in-house team that includes crop-insurance consultants, farm labor contractor (FLC) licensing specialists, loss-control consultants, claims advocates, data analysts, retirement advisors, 401(k) specialists, wellness and employee-communications specialists, and experienced client-service advisors.

Ready to Get Started?
We know there are a barrage of challenges, issues, and tasks vying for your attention. No matter what industry you’re in, risk is an inescapable constant. We’ve helped thousands of businesses of all sizes connect the dots with tailored, responsive, and cost-effective solutions. Let’s have a conversation to see how our team can go to work for you.
We Have Multiple Locations Throughout California and Arizona to Serve You.

1277 Treat Boulevard, Suite 400
Walnut Creek, California 94597
(925) 937-5858

2680 E. 24th Street
Yuma, Arizona 85365
(928) 726-9620

110 S. Montclair Street, Suite 102
Bakersfield, California 93309
(559) 781-3466

7673 N. Ingram, Suite 103
Fresno, California 93711
(559) 222-0300

77-851 Las Montanas Road, Suite B
Palm Desert, California 92211
(760) 772-1700

80 S. Lake Avenue, Suite 600
Pasadena, California 91101
(626) 844-7100

484 N. Prospect Street, Suite A
Porterville, California 93257
(559) 781-3466

520 Capitol Mall, Suite 500
Sacramento, California 95814
(916) 286-5960

201 Monterey-Salinas Highway, Suite G
Salinas, California 93908
(831) 455-9515

2529 Professional Parkway, Suite B
Santa Maria, California 93455
(805) 938-1575

2800 W. March Lane, Suite 420
Stockton, California 95219
(209) 955-2600

1860 S. Central Street,
Suite A
Visalia, California 93277
(559) 733-3758

Pan American Insurance Services
Relation Insurance Services of Central California
CA 0269158 / CA 0F89850 / AZ 1800006022
relationinsurance.com