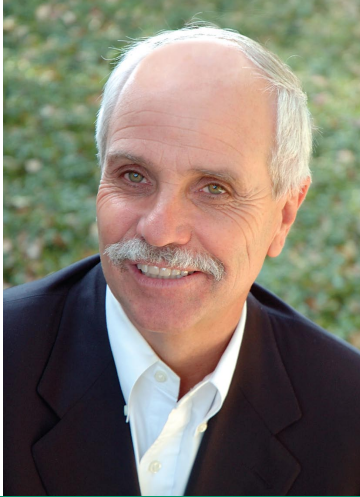


# Broker Profile



Business insurance and risk management specialist

Environmental advocate

Member and supporter of more than 20 nonprofit organizations

BA Economics, University of California, Santa Cruz, 1978

License for Property & Casualty (since 1987)

Avid sailor and skier

Winning crew member of Pacific Cup between San Francisco and Hawaii on Merlin, 1984

Proud owner and constant restorer of a 68-year-old Farallone Clipper

Husband and father

## PETER SCHMALE

Partner

### CONTACT INFORMATION

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Building upon nearly three decades of insurance success, Peter Schmale specializes in the risk management and insurance needs of Farallone Pacific's business and commercial clientele. Peter works closely with clients to ensure they have the right set of resources and coverages to run their businesses as smoothly, efficiently and cost-effectively as possible.

Peter's early experience as a commercial underwriter with Fireman's Fund gives his clients a special advantage—an insider's perspective into how their purchasing power can be maximized. This same expertise is also key to his successful involvement in the prompt and fair settlement of claims. At Hanover Insurance he had helped to design insurance programs including language and coverages that were filed with and approved by the California Department of Insurance, and also managed Hanover's California restaurant program.

Peter's experience as an owner began with his own agency, Schmale Insurance Services, named Agency of the Year in 2004 by Travelers Insurance Company. In 2005, Peter joined forces with Daniel Costello to form Farallone Pacific Insurance Services.



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