



## **Telerate Insurance Services Joins Inszone Insurance Services, Offering Broader Coverage and Resources**

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SACRAMENTO, Calif.--(BUSINESS WIRE)--Inszone Insurance Services, a rapidly growing national provider of commercial, personal, and benefits insurance, is thrilled to announce the acquisition of Telerate Insurance Services, a well-respected agency with a rich history of providing exceptional insurance solutions. This strategic merger marks a significant milestone in Inszone Insurance's growth and commitment to delivering superior service to clients across the region.

Telerate Insurance Services has its roots in 1981 when Richard Kelaita began his career in the insurance industry with a captive agency. Seeking greater independence, Kelaita founded Telebind Insurance, which provided insurance over the phone to customers wanting to leave car dealerships with insurance secured. In 1989, the agency rebranded as Telerate Insurance. Rob Helgesen joined as a partner in 1999, and together they expanded the business by securing preferred carriers and enhancing service offerings. The agency's growth continued with the addition of Patrick Leland as a third partner in 2015, leading to the incorporation of Telerate Insurance Services.

Originally based in San Mateo, CA, Telerate Insurance Services transitioned to a remote operation in 2022, allowing the agency to deliver top-notch service to clients regardless of their location. With the merger, Leland has retired, and both Kelaita and Helgesen are looking forward to their upcoming retirements.

"We are thrilled to welcome Telerate Insurance Services into the Inszone family," said Chris Walters, CEO of Inszone Insurance Services. "Richard, Rob, and Patrick have built strong client relationships, working in tandem with the agency's rich history. It's a true testament of their values and commitment to excellence. This merger allows us to provide even more carrier options and specialized services to clients as we continue the exceptional work of the Telerate team."

With this merger, Telerate's clients gain enhanced access to a broader range of insurance products and solutions, supported by Inszone's strong back-office and specialized expertise, offering more options and comprehensive coverage even in a challenging market.

As the company looks ahead, Inszone Insurance anticipates making further announcements of key acquisitions in the coming months.

*Founded in 2002 and headquartered in Sacramento, California, Inszone is a full-service insurance brokerage firm that provides a broad array of property & casualty insurance and employee benefits solutions. With a strong, experienced management team, Inszone continues to grow organically and through acquisitions. With 67 locations across California, Arizona, Colorado, Idaho, Illinois, Indiana, Kansas, Michigan, Missouri, Nevada, New Mexico, Oklahoma, Oregon, Texas, Utah, and Washington, the company is looking to expand further throughout the United States.*

For more information about Inszone, please visit [www.inszoneinsurance.com](http://www.inszoneinsurance.com).

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