



Paul J. Merlo, CFP

Commercial Insurance Broker

Paul Merlo joined InterWest Insurance Services in 1997 as a Commercial Insurance Broker. His specialty is negotiating coverage for his clients in the areas of property, casualty including product liability, auto, workers' compensation, employment practices liability, directors and officers liability and errors and omissions.

Paul is a graduate of Michigan State University. He earned a Bachelor's Degree in Business Administration with a focus on accounting.

Paul began his insurance career in 1982 adjusting claims for Atlantic Richfield Co. In 1990, he obtained his insurance license.

In 1992, Paul completed two years of class work and passed his exams to become a Certified Financial Planner. His financial planning emphasis is in risk transference. Paul has also taught classes on general liability at InterWest.

Paul believes in giving back to the community. Throughout the years he has donated his time to a wide variety of organizations. He has worked with the Sacramento Chamber of Commerce on their Transportation Committee. He also serves as the InterWest liaison to the Chamber for political affairs, Sacramento State University athletic department, Junior Achievement, a shelter for abused women as well as a variety of other charities.