

# Top 50 Personal Lines Leaders

## Personal Lines Leaders

**About the Personal Lines Leaders:** The 2011 Personal Lines Leaders in this special feature are taken from Insurance Journal's Top 100 Property/Casualty Independent Agencies as reported in August. This list utilizes only the 2010 personal lines numbers of the privately owned agencies and brokerages that submitted data to the Top 100 agencies report. For more information on Insurance Journal's Top 100 Property/Casualty Independent Agencies list, contact awells@insurancejournal.com.

### Top 50 Personal Lines Agencies

Ranked by Total 2010 Personal Lines Premium Written

2011 Rank	Agency Name	2010 Personal Lines P/C Premium	2010 Total P/C Premiums Written	2010 Other than P/C Premium	2010 Total P/C Revenue	No. of Employees	Main Office	Web site
1	HUB International Ltd.*	\$1,276,289,155	\$4,777,000,000	\$2,608,640,485	\$645,000,000	4,900	Chicago, Ill.	www.hubinternational.com
2	Keystone Insurers Group*	\$667,039,120	\$1,667,597,801	\$250,279,764	\$200,111,736	2,220	Northumberland, Pa.	www.keystoneinsgrp.com
3	ISU Group*	\$570,000,000	\$1,280,000,000	\$223,000,000	\$172,000,000	1,180	San Francisco, Calif.	www.joinisu.com
4	USI Holdings Corp.	\$477,000,000	\$2,786,000,000	\$5,503,000,000	\$294,000,000	2,792	Briarcliff Manor, N.Y.	www.usi.biz
5	Confie Seguros	\$380,000,000	\$380,000,000	\$0	\$125,000,000	1,175	New York, N.Y.	www.confieseguros.com
6	Satellite Agency Network Group Inc. (SAN Group)*	\$316,559,559	\$426,063,905	\$0	\$57,493,897	50	Hampton, N.H.	www.sangroup.com
7	Smart Choice*	\$285,232,990	\$297,362,671	\$1,523,620	\$38,789,745	43	High Point, N.C.	www.smartchoiceagents.com
8	GreatFlorida Insurance*	\$285,000,000	\$302,000,000	\$2,100,000	\$36,240,000	250	Stuart, Fla.	www.greatflorida.com
9	Houchens Insurance Group	\$261,358,200	\$284,085,000	\$214,760,000	\$29,674,000	195	Bowling Green, Ky.	www.houchensins.com
10	Iroquois Group Inc.*	\$242,000,000	\$404,000,000	\$0	\$62,373,861	50	Allegany, N.Y.	www.iroquoisgroup.com
11	Renaissance Alliance Insurance Services LLC*	\$232,718,509	\$410,677,000	\$123,456	\$58,202,694	70	Wellesley, Mass.	www.renaissanceins.com
12	Leavitt Group Enterprises	\$210,590,000	\$1,089,156,000	\$840,089,000	\$128,951,000	1,400	Cedar City, Utah	www.leavitt.com
13	Brightway Insurance	\$140,000,000	\$150,000,000	\$1,000,000	\$18,500,000	350	Jacksonville, Fla.	www.brightway.com
14	Combined Agents of America LLC*	\$128,700,286	\$437,818,735	\$52,058,090	\$54,516,338	660	Austin, Texas	www.combinedagents.com
15	TWFG Insurance Services	\$128,000,000	\$159,000,000	\$7,000,000	\$20,000,000	55	The Woodlands, Texas	www.twfg.com
16	Bollinger Inc.	\$120,000,000	\$550,000,000	\$450,000,000	\$65,026,494	445	Short Hills, N.J.	www.bollingerinsurance.com
17	United Valley Insurance Services Inc.*	\$94,170,812	\$327,539,322	\$0	\$51,063,269	28	Fresno, Calif.	www.unitedvalley.com
18	Celedinas Insurance Group	\$80,651,422	\$95,818,392	\$593,778	\$13,658,511	115	Palm Beach Gardens, Fla.	www.celedinas.com
19	Estrella Insurance*	\$75,704,978	\$75,704,978	\$0	\$8,383,711	100	Miami, Fla.	www.estrellainsurance.com
20	Gowrie Group	\$70,431,934	\$162,646,539	\$36,250,790	\$16,004,077	125	Westbrook, Conn.	www.gowrie.com
21	North Florida Agents Network*	\$69,988,497	\$115,652,117	\$2,138,298	\$9,172,404	7	Tallahassee, Fla.	www.nfanflorida.com
22	Momentous Insurance Brokerage Inc.	\$69,000,000	\$133,000,000	\$47,000,000	\$22,400,000	124	Van Nuys, Calif.	www.momentousins.com
23	Oklahoma Agents Alliance*	\$68,299,248	\$111,446,855	\$0	\$14,609,066	9	Oklahoma City, Okla.	www.oaonline.net
24	SIA of the Great Lakes*	\$68,021,165	\$100,249,516	\$1,200,000	\$16,000,000	30	Green Bay, Wis.	www.siajl.com
25	Professional Insurance Associates Inc.	\$65,000,000	\$185,000,000	\$0	\$26,000,000	50	San Carlos, Calif.	www.piainc.com
26	Marshall & Sterling Enterprises Inc.	\$64,554,440	\$260,957,492	\$116,777,807	\$42,705,154	326	Poughkeepsie, N.Y.	www.marshallsterling.com
27	SAN of Florida / Comegys Insurance Agency*	\$63,509,011	\$108,387,156	\$197,325	\$13,340,649	38	St. Petersburg, Fla.	www.sanflorida.com
28	Insurors Group LLC*	\$62,000,000	\$260,000,000	\$122,000,000	\$33,680,000	225	College Station, Texas	www.insurorsgroup.com
29	AssureAlliance Inc.*	\$62,000,000	\$120,000,000	\$7,000,000	\$5,500,000	22	Spartanburg, S.C.	www.assurealliance.com
30	The Advantage Group LLC*	\$61,230,000	\$94,200,000	\$9,620,000	\$11,603,261	106	Edmonds, Wash.	www.theadvantagegroupllc.com
31	PacWest Alliance Insurance Services Inc.*	\$60,138,195	\$160,368,522	\$34,831,577	\$20,046,065		Fresno, Calif.	www.pacwestalliance.com
32	SIA Group Inc.*	\$60,115,930	\$176,811,530	\$17,793,320	\$23,366,174	95	Jacksonville, N.C.	www.siaigroup.net
33	J. Smith Lanier & Co.	\$60,000,000	\$575,000,000	\$400,000,000	\$74,420,000	540	West Point, Ga.	www.jsmithlanier.com
34	Agents Helping Agents Inc.*	\$59,000,000	\$94,000,000	\$11,000,000	\$14,222,000	27	Louisville, Ky.	www.ahainsurancenet.com
35	Midwest Insurance Agency Alliance Inc.*	\$57,359,675	\$78,266,907	\$204,803	\$10,453,056	21	Lincoln, Neb.	www.miainsurance.com
36	INSURICA Insurance Management Network*	\$54,437,721	\$454,607,166	\$150,452,632	\$57,790,080	476	Oklahoma City, Okla.	www.insurica.com
37	Starkweather & Shepley Insurance Brokerage Inc.	\$50,000,000	\$193,000,000	\$127,000,000	\$28,300,000	170	East Providence, R.I.	www.starshep.com
38	Florida Insurance Specialists	\$50,000,000	\$50,000,000	\$0	\$6,000,000	60	Lake Mary, Fla.	www.thefis.com
39	John M. Glover Agency	\$49,723,000	\$104,259,000	\$12,825,000	\$16,509,000	150	Norwalk, Conn.	www.johnglover.com
40	GIA Group LLC, Continental Ins. Agency Alliance Inc.*	\$47,246,194	\$90,320,344	\$12,507,189	\$4,302,514	31	Glenwood Springs, Colo.	www.glenwoodinsurance.com
41	Behnke and Associates Inc.	\$45,000,000	\$46,000,000	\$50,000	\$4,200,000	35	Hollywood, Fla.	www.insuringu.com
42	Lawley Insurance	\$44,548,650	\$183,528,647	\$331,888,384	\$29,343,278	280	Buffalo, N.Y.	www.lawleyinsurance.com
43	Fiesta Auto Insurance Center	\$44,000,000	\$45,500,000	\$0	\$5,406,000	115	Huntington Beach	www.FiestaInsurance.com
44	TWG Insurance	\$43,108,000	\$46,120,000	\$16,000	\$8,901,000	90	Irving, Texas	www.twginsurance.com
45	Lane McVicker LLC	\$40,100,000	\$40,100,000	\$0	\$7,328,000	27	New York, N.Y.	www.lanemcvicker.com
46	Higginbotham & Associates	\$37,930,000	\$347,930,000	\$700,000,000	\$29,840,000	502	Fort Worth, Texas	www.higginbotham.net
47	The Horton Group	\$36,849,743	\$245,862,166	\$281,707,435	\$29,284,849	292	Orland Park, Ill.	www.thehortongroup.com
48	Mesirow Insurance Services Inc.	\$36,000,000	\$420,000,000	\$980,000,000	\$87,495,570	315	Chicago, Ill.	www.mesirowfinancial.com
49	Rogers & Gray Insurance Agency Inc.	\$36,000,000	\$71,000,000	\$30,000,000	\$10,300,000	108	South Dennis, Mass.	www.rogersgray.com
50	Bouchard Insurance	\$35,000,000	\$170,000,000	\$160,000,000	\$21,513,422	187	Clearwater, Fla.	www.bouchardinsurance.com

\* = Identified as having an affiliation with an independent network or cluster group. Employee count for these groups does not necessarily include all affiliates responsible for total premium written.