

THE LIST

INSURANCE BROKERAGE FIRMS

Ranked by 2023 L.A. County revenue

► NEXT WEEK

Temporary Placement Firms,
Retained Executive Search Firms

















Rank	Brokerage • name • address • website	L.A. County (\$ in millions)		Insurers (partial list)	Major Lines Written (partial list)	Profile • parent company • headquarters • L.A. employees • offices (L.A./total)	Top Local Executive • name • title • phone	Image
		Revenue • 2023 • 2022	Premiums • 2023 • 2022					
1	 Lockton Insurance Brokers 777 S. Figueroa, Suite 5200 Los Angeles 90017 lockton.com	\$310.0' \$291.2	\$4,280.2' \$4,264.2	all carriers	all lines	Lockton Inc. Kansas City, Missouri NA 1 / 100	Timothy Noonan CEO, Chair (213) 689-0065	
2	 Alliant Insurance Services Inc. 333 S. Hope St., Suite 3700 Los Angeles 90071 alliant.com	188.3 166.9	1,564.7 1,301.0	all carriers	all lines	Irvine 229 4 / 1,234	Peter Arkley President, National Brokerage (213) 443-2440	
3	 Keenan & Associates 2355 Crenshaw Blvd., Suite 200 Torrance 90501 keenan.com	115.0' 115.0	600.0' 585.0	all carriers	all lines	AssuredPartners Inc. Lake Mary, Florida 471' 1 / 7	Sean Smith CEO (310) 212-3344	
4	 Hub International Ltd. 16030 Ventura Blvd., Suite 500 Encino 91436 hubinternational.com	92.0' 89.7'	1,100.0' 1,050.0'	all carriers	all lines	Chicago NA 4 / 450	Andrew Forchelli President (310) 568-5900	
5	 Marsh McLennan Agency 350 S. Grand Ave., Suite 3410 Los Angeles 90017 marshmma.com	88.7 78.0	1,475.0 1,334.0	all carriers	all lines	Marsh New York 323 3 / 170	Chris Williams Brian Hegarty CEO, West Region, Principal Principal, Director (800) 321-4696	
6	 Auto Insurance Specialists 17785 Center Ct. Dr. N., Suite 250 Cerritos 90703 aisinsurance.com	86.0' 105.0'	674.0' 674.0'	all major carriers	auto, home, other personal lines, commercial	Mercury Casualty Co. Cerritos NA 5 / 9	Mark Ribisi CEO, President (562) 345-4247	
7	 IMA Financial Services 3475 E. Foothill Blvd., Suite 100 Pasadena 91107 imacorp.com	80.0 72.0	700.0 650.0	all carriers	property/casualty, employee benefits, personal lines, bonds	IMA Financial Group Denver 210 1 / 20	Steve Brockmeyer President, West Region (626) 799-7000	
8	 Willis Towers Watson 300 S. Grand Ave. Los Angeles 90071 www.wtwco.com	80.0' 69.2'	NA NA	all carriers	all lines	London NA 2 / NA	Jennifer Knox Market Leader, Southern California (213) 337-6000	
9	 USI Insurance Services, LLC. 21700 Oxnard St., Suite 2000 Woodland Hills 91367 usi.com	48.0 42.0'	600.0 54.0'	all major insurance carriers	property/casualty, employee benefits, private risk & retirement consulting	USI Holdings Valhalla, New York 170 3 / 220	Duke W Tomei Robert Volkel President - West Region P&C President - West Region Benefits (213) 337-6400	
10	 United Agencies Inc. 301 E. Colorado Blvd., Suite 200 Pasadena 91101 unitedagencies.com	47.3' 27.4'	384.5' 244.4'	all major carriers	workers' compensation, business insurance, personal insurance, employee benefits	Pasadena NA 20 / 31	Jim Stone President (626) 535-8300	
11	 Arthur J. Gallagher & Co. 500 N. Brand Blvd., Suite 100 Glendale 91203 ajg.com	45.0' NA'	632.0' 2,905.5'	all carriers	all lines	Rolling Meadows, Ill. NA 9 / 866	Scott Firestone Southwest Regional President (818) 539-2300	
12	 Poms & Associates 4500 Park Granada, Suite 206 Calabasas 91302 pomsassoc.com	44.5' 45.9'	249.9' 249.9'	Blue Cross of California, Blue Shield of California, Munich America, Hartford	all lines	Calabasas NA 1 / 5	David Poms President (818) 449-9300	
13	 EPIC Insurance Brokers and Consultants 350 S. Grand Ave., Suite 4500 Los Angeles 90071 epicbrokers.com	41.2 37.0	353.8 298.0	all carriers	property/casualty, workers' compensation, executive risk, employee benefits consulting	San Francisco 65 4 / 90	Jim Gillette President, Pacific South Region (877) 650-3742	
14	 Total Financial & Insurance Services Inc. 300 Corporate Pointe, Suite 250 Culver City 90230 totalfinancial.com	40.0' 35.8'	NA NA	Lincoln Life, American General, Prudential, John Hancock, Allianz, Protective Life, Principal Financial Group	life insurance, foreign nationals, annuities, finance, professional programs	Culver City NA 1 / 1	Diana Hudson-Greenberg CEO, President (310) 477-7500	
15	 B&B Premier Insurance Solutions Inc. 27001 Agoura Rd., Suite 300 Calabasas 91301 bbpremierins.com	40.0' 11.8'	NA NA	Mercury Insurance, Capital Insurance Co., Safeco Insurance, AIG Private Client, Chubb	auto, construction, workers' compensation, apartment buildings, homeowners	Acrisure of California Caledonia, Mich. NA 1 / 1	Eric Bossuk CEO, Chair (818) 223-8383	
16	 Arroyo Insurance Services, Inc. 2700 E Foothill Blvd., Suite 302 Pasadena 91107 www.arroyoins.com	22.6 18.4'	151.0 136.0'	all carriers	commercial business, workers' compensation, employee benefits, professional liability, homeowners, valuables, personal umbrella, auto	Pasadena NA 7 / 9	Maureen Hann Taylor Williams Presidents (310) 515-0382	
17	 Innovative Solutions Insurance Services 222 N. Pacific Coast Highway, Suite 2000 El Segundo 90245 innovativesolutions.net	21.8 17.6	21.8 17.6	all carriers	life insurance, annuities, long-term care and disability insurance	El Segundo 11 1 / 1	Lynne Rosenberg President (800) 551-8289	

¹ Business Journal estimate.
N/A - Not Applicable NA - Not Available Note: The information on this list was supplied by representatives of the brokerages. Brokerages are ranked by 2023 L.A. County revenue from insurance brokerage services. Numbers that appear to be tied have been rounded. Several companies may have qualified for this list but declined to provide financial information. To the best of our knowledge, this information is accurate as of press time. While every effort is made to

ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 11150 Santa Monica Blvd., Suite 350, Los Angeles 90025. ©2024 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.

Researched by Deepanjali Batra

















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18	 Sullivan Curtis Monroe Insurance Services 550 S. Hope St., Suite 1000 Los Angeles 90071 sullivancurtismonroe.com	\$20.4 \$19.3	\$225.6 \$212.7	Travelers, Hartford, Zurich, Sentry, Chubb, Anthem, UnitedHealthcare	property/casualty, employee benefits, workers' compensation	Irvine 33' 2 / 4	John Monroe CEO, President (800) 533-6547	
19	 Bichlmeier Insurance Services 730 S. Pacific Coast Highway, Suite 201 Redondo Beach 90277 bisins.com	19.5 19.0	NA 19.0	Mercury, Civil Service Employees, Travelers, Safeco, Progressive, Nationwide, Liberty Mutual	auto, home, workers' compensation, business, property and liability	Redondo Beach 18 2 / 2	Cary Bichlmeier President (310) 376-8852	
20	 Burnham Benefits Insurance Services 660 S. Figueroa St., Suite 2250 Los Angeles 90017 burnhambenefits.com	17.0' 16.9	850.0' 843.8	all carriers	all lines	BRP Group Inc. Irvine 36' 3 / 9	Kristen Allison President (213) 688-1616	
21	 The Liberty Company Insurance Brokers 5955 De Soto Ave., Suite 250 Woodland Hills 91367 libertycompany.com	16.2 8.4	188.1 156.4	CNA Insurance CO; Travelers; Chubb; Bondex Insurance Company; Mercury Insurance Group; Liberty Mutual Insurance Company; AmWins Insurance Brokerage	program professional liability, CL package, CL auto, PL auto, PL HO	Woodland Hills 69 1 / 67	Bill Johnson CEO, Chairman & Founder (888) 918-3960	
22	 Pacific Federal, a Zenith American company 1000 N. Central Ave., Suite 400 Glendale 91202 pacfed.com	12.0' 12.0'	510.0' 510.0'	Kaiser, Blue Shield, UnitedHealthcare, Anthem Blue Cross, Liberty Dental, United Concordia Dental, Delta Dental, Davis Vision, MES Vision	employee benefits for multiemployer Taft-Hartley trust funds, single employer ERISA plan and multiple employer plans	Harbour Benefit Holdings Inc. Tampa, Fla. NA 3 / 54	Chris Espinoza President (818) 243-0222	
23	 LBW Insurance and Financial Services 28055 Smyth Dr. Valencia 91355 lbwinsurance.com	7.5 6.7	62.0 54.3	Anthem Blue Cross, Hartford, Aetna, Swett & Crawford, Blue Shield, Kaiser	commercial incl. workers' compensation, group benefits, personal, financial and retirement	Valencia 39 1 / 1	Mitzi Like CEO, President (661) 702-6000	
24	 Olson Duncan Insurance Service, Inc 25550 Hawthorne Blvd., Suite 203 Torrance 90505 olsonduncan.com	6.8 5.7'	60.0 44.0'	Travelers, Liberty Mutual, Hartford, Mercury, Safeco	property, liability, automobile, professional, group health, workers' compensation	Torrance 26 1 / 1	Mark Duncan President (310) 373-6441	
25	 Gaspar Insurance Services Inc. 23161 Ventura Blvd., Suite 100 Woodland Hills 91364 gasparinsurance.com	6.0' 8.3'	NA 56.0'	Mercury, Travelers, Safeco, Nationwide, Hanover Hartford, CSE	personal auto, homeowners, workers' compensation, commercial package, business auto	Foundation Risk Partners Woodland Hills NA 2 / 4	Timothy Gaspar CEO (818) 302-3060	

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26	 Corporate Strategies Inc. dba CorpStrat 21021 Ventura Blvd., Suite 200 Woodland Hills 91364 corpstrat.com	\$5.6' \$5.5	NA NA	American General, Anthem, Health Net, Blue Shield, John Hancock, Kaiser	accident and health, employee benefits, life insurance, payroll and HR services	Woodland Hills NA 1 / 1	Martin Levy CEO, President (818) 377-7260	
27	 Montage Insurance Solutions 24005 Ventura Blvd. Calabasas 91302 montageinsurance.com	5.3 4.3	72.0 65.2	all carriers	employee benefits, workers' compensation, property & casualty, professional lines	Danone Simpson Insurance Solutions Woodland Hills 23 1 / 1	Danone Simpson CEO (818) 676-0044	
28	 CBIZ Benefits & Insurance Services Inc. 10474 Santa Monica Blvd., Suite 200 Los Angeles 90025 cbiz.com	4.0' 3.7'	NA NA	all carriers	employee benefits, health, retirement, dental, group life, life insurance, payroll and HR services	CBIZ Inc. Cleveland NA 1 / 110	Michael Kouzelos President (310) 268-2000	
29	 Jaffe Insurance Agency 13160 Mindanao Way, Suite 204 Marina del Rey 90292 jaffeinsurance.com	3.5 3.4'	21.5 20.8'	Hartford, Encompass, Travelers, Mercury, Nationwide, CNA, AIG, Chubb, National General, Progressive, Employers, Geovera	homeowners, auto, earthquake, umbrella, commercial property, workers' compensation, restaurants, apartment buildings	Marina del Rey 12 1 / 2	Craig Jaffe VP, COO (310) 827-5050	
30	 Allmerits Financial & Insurance Services 4801 Wilshire Blvd., Suite 101 Los Angeles 90010 allmerits.com	3.3 2.6	21.0 14.0	Nationwide, Principal, John Hancock, VOYA, Corebridge Financial, F&G Life, National Life	asset management, 401(k), pension, annuities, life insurance	Los Angeles 20 1 / 3	Brian Lee President (323) 433-4022	
	 Olympic Insurance Agency 5775 E. Los Angeles Ave., Suite 234 Simi Valley 93063 olympicinsurance.com	3.3 2.8	28.4 24.6	all carriers	all lines	Simi Valley 12 1 / 1	Donald Barberie President (818) 843-4314	
32	 Krupin Partners 9701 Wilshire Blvd., Suite 630 Beverly Hills 90212 www.krupinpartners.com	1.9 1.2	1.9 1.2	Petersen Insurance Pacific Life John Hancock Mass Mutual	life insurance key man insurance	Beverly Hills, CA 5 1 / 4	Michael J Krupin President (310) 299-8500	
33	 OHM Benefit & Insurance Solutions 9301 Corbin Ave., Suite 1500 Northridge 91324 ohmbenefits.com	0.8 0.7	26.0 22.0	all carriers	group medical, dental, life, disability, vision, 401(k), compliance services	Northridge 4 1 / 1	Jason Sandler Broker, Partner (877) 650-0808	

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