

THE LIST

INSURANCE BROKERAGE FIRMS

Ranked by 2024 revenues





















► NEXT WEEK
Private Aviation Companies

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	
			Revenue • 2024 • 2023	Premiums • 2024 • 2023					
1		Gallagher 500 N. Brand Blvd., Suite 100 Glendale 91203 ajg.com	\$477.5 \$414.2	\$4,441.9 \$3,330.8	all carriers	all lines	Gallagher Rolling Meadows, Ill. 1,181 1 / 11	Scott Firestone Southwest Regional President (818) 539-2300	
2		Keenan & Associates 2355 Crenshaw Blvd., Suite 200 Torrance 90501 keenan.com	300.0 115.0	650.0 600.0	all carriers	all lines	AssuredPartners Inc. Lake Mary, Florida 440 1 / 7	John Stephens CEO (310) 212-3344	
3		Alliant Insurance Services Inc. 333 S. Hope St., Suite 3700 Los Angeles 90071 alliant.com	216.1 188.3	1,767.9 1,574.6	all major carriers	all lines	Irvine 284 4 / 1,257	Peter Arkley President, National Retail Brokerage (213) 443-2440	
4		Lockton Insurance Brokers 777 S. Figueroa St., Suite 5200 Los Angeles 90017 global.lockton.com	165.1 NA	1,290.0 1,005.0	all carriers	all lines	Lockton Inc. Kansas City, Missouri 356 1 / 100	Ron Lockton CEO (213) 689-0065	
5		Auto Insurance Specialists 21900 Burbank Blvd., Suite 101 Woodland Hills 91367 aisinsurance.com	100.0' 86.0'	750.0' 674.0'	all major carriers	auto, home, other personal lines, commercial	Mercury Casualty Co. Irvine NA 5 / 9	Mark Ribisi CEO, President (562) 345-4247	
		Willis Towers Watson 300 S. Grand Ave. Los Angeles 90071 www.wtwco.com	100.0' 80.0'	NA NA	all carriers	all lines	London NA 2 / NA	Jennifer Knox Market Leader, Southern California (213) 337-6000	
7		Marsh McLennan Agency 350 S. Grand Ave., Suite 3410 Los Angeles 90017 marshmma.com	97.6 88.7	1,622.5 1,475.0	all carriers	all lines	Marsh New York 319 3 / 170	Chris Williams CEO, West Region, Principal (800) 321-4696	
8		IMA Financial Group 3475 E. Foothill Blvd. Suite 100 Pasadena 91107 https://imacorp.com/	94.6 86.6	1,078.8 961.9	Travelers, Chubb, Liberty Mutual, Hartford, Zurich	workers compensation, property, commercial package, general liability, group medical & stoploss commercial umbrella, business auto	IMA Financial Group Denver, CO 245 3 / 37	Steve Brockmeyer President, West (626) 799-7000	
9		Poms & Associates 4500 Park Granada, Suite 206 Calabasas 91302 pomsassoc.com	63.0 44.5'	252.0 249.9	Blue Cross of California, Blue Shield of California, Munich America, Hartford	all lines	Poms & Associates Calabasas NA 1 / 7	David Poms Founder & CEO (818) 449-9300	
10		USI Insurance Services, LLC. 21250 Hawthorne Blvd., Suite 380 Torrance 90503 usi.com	55.0 48.0	700.0 600.0	all major insurance carriers	property/casualty, employee benefits, private risk & retirement consulting	USI Holdings Valhalla, New York 120 3 / 220	Brad Fleiss President, West Region Employee Benefits (213) 337-6352	
11		Acrisure ² 425 W. Broadway, Suite 300 Glendale 91204 acrisure.com	50.0' 40.0'	NA NA	Mercury Insurance, Capital Insurance Co., Safeco Insurance, AIG Private Client, Chubb	auto, construction, workers' compensation, apartment buildings, homeowners	Grand Rapids, Michigan NA 1 / 1	Greg Williams CEO, Chair (714) 330-9462	
12		EPIC Insurance Brokers and Consultants 350 S. Grand Ave., Suite 4500 Los Angeles 90071 epicbrokers.com	45.3 41.2	388.2 353.8	all carriers	property/casualty, workers' compensation, executive risk, employee benefits consulting	San Francisco 80 4 / 90	Jim Gillette President, Pacific South Region (877) 650-3742	
13		Hub International Ltd. 600 Corporate Pointe, Suite 600 Culver City 90230 hubinternational.com	26.6 NA'	371.2 NA'	all carriers	Commercial Lines, Employee Benefits, Personal Lines, Retirement & Private Wealth	Hellman & Friedman Chicago 220 6 / 650	Andrew Forchelli President, Hub LAOC (310) 568-5900	
14		Innovative Solutions Insurance Services 222 N. Pacific Coast Hwy., Suite 2000 El Segundo 90245 innovativesolutions.net	23.0' 21.8	23.0' 21.8	all carriers	life insurance, annuities, long-term care and disability insurance	El Segundo NA 1 / 1	Lynne Rosenberg President (800) 551-8289	
15		Bichlmeier Insurance Services 730 S. Pacific Coast Hwy., Suite 201 Redondo Beach 90277 bisins.com	21.0' 19.5	21.0' NA	Mercury, Civil Service Employees, Travelers, Safeco, Progressive, Nationwide, Liberty Mutual	auto, home, workers' compensation, business, property and liability	Redondo Beach NA 2 / 2	Cary Bichlmeier President (310) 376-8852	
16		SullivanCurtisMonroe Insurance Services 80 S. Lake Ave., Suite 600 Pasadena 91101 sullivancurtismonroe.com	20.6 20.4	227.8 225.6	Travelers, Hartford, Zurich, Sentry, Chubb, Anthem, UnitedHealthcare	property/casualty, employee benefits, workers' compensation	Irvine 24 2 / 4	John Monroe CEO (949) 250-7172	
17		The Baldwin Group ³ 120 W. Bonita Ave., Suite 203 San Dimas 91773 baldwin.com	19.0' 17.0'	900.0' 850.0'	all carriers	all lines	The Baldwin Insurance Group, Inc. Tampa, FL NA NA / NA	Trevor Baldwin CEO (866) 279-0698	
18		The Liberty Company Insurance Brokers 5955 De Soto Ave., Suite 250 Woodland Hills 91367 www.libertycompany.com	17.0' 16.2	190.0' 188.1	CNA Insurance CO, Travelers, Chubb, Bondex Insurance Company, Mercury Insurance Group, Liberty Mutual Insurance Company	program professional liability, CL package, CL auto, PL auto, PL HO	The Liberty Company Insurance Brokers Florida NA 1 / 80	Bill Johnson CEO, Chair & Founder (888) 918-3960	
19		United Agencies Inc. 301 E. Colorado Blvd., Suite 200 Pasadena 91101 unitedagencies.com	15.8' 47.3'	300.0' 384.5'	all major carriers	workers' compensation, business insurance, personal insurance, employee benefits	Pasadena NA 1 / 1	Jim Stone President (626) 535-8300	
20		Pacific Federal, a Zenith American company 200 S. Los Robles Ave., Suite 320 Pasadena 91101 pacfed.com	13.0' 12.0'	600.0' 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	Kim Fiori CEO (818) 243-0222	

¹ Business Journal estimate.
² B&B Premier Insurance Solutions is now part of Acrisure.
³ Burnham Benefits Insurance Services now rebranded to Baldwin Group.
⁴ Business Journal estimate.
Note: The information on this list was supplied by representatives of the brokerages. Brokerages are ranked by 2024 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 to the Research Department at dbatra@labusinessjournal.com. ©2025 Los Angeles Business Journal. N/A - Not Applicable NA - Not Available 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.

INSURANCE BROKERAGE FIRMS *Continued from page 22*

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	
			Revenue • 2024 • 2023	Premiums • 2024 • 2023					
21		Arroyo Insurance Services, Inc. 2700 E. Foothill Blvd., Suite 302 Pasadena 91107 www.arroyoins.com	\$9.7 \$10.3	\$96.9 \$103.3	all carriers	commercial business, workers' compensation, employee benefits, professional liability	Pasadena 63 7 / 8	Maureen Hann Taylor Williams Presidents (310) 515-0382	
22		LBW Insurance and Financial Services 28055 Smyth Dr. Valencia 91355 lbwinsurance.com	8.6 7.5	70.6 62.0	Anthem Blue Cross, Hartford, Aetna, Swett & Crawford, Blue Shield, Kaiser	commercial incl. workers' compensation, group benefits, personal, financial and retirement	LBW Insurance and Financial Services Valencia 36 1 / 1	Mitzi Like CEO, President (661) 702-6000	
23		Gaspar Insurance Services Inc. 23161 Ventura Blvd., Suite 100 Woodland Hills 91364 gasparinsurance.com	7.5 6.0'	65.0 58.5	Mercury, Travelers, Safeco, Nationwide, Hanover Hartford, CSE	personal auto, homeowners, workers' compensation, commercial package, business auto	Foundation Risk Partners Woodland Hills 41 1 / 4	Timothy Gaspar CEO (818) 302-3060	
24		Olson Duncan Insurance Service, Inc 25550 Hawthorne Blvd., Suite 203 Torrance 90505 olsonduncan.com	7.4 6.8	70.0 60.0	Travelers, Liberty Mutual, Hartford, Mercury, Safeco	property, liability, automobile, professional, group health, workers' compensation	Torrance 18 1 / 2	Mark Duncan President (310) 373-6441	
25		Total Financial & Insurance Services Inc. 300 Corporate Pointe, Suite 250 Culver City 90230 totalfinancial.com	7.0' 40.0'	NA NA	Lincoln Life, American General, Prudential, John Hancock, Allianz, Protective Life	life insurance, foreign nationals, annuities, finance, professional programs	Culver City NA 1 / 1	Diana Greenberg CEO, President (310) 477-7500	
26		CorpStrat 21021 Ventura Blvd., Suite 200 Woodland Hills 91364 CorpStrat.com	6.0' 5.7	NA NA	American General, Anthem, Lincoln Blue Shield, John Hancock, Kaiser	employee benefits, life insurance, long term care	CorpStrat Woodland Hills 16 1 / 1	Martin Levy Agency Principal (818) 377-7260	
27		Montage Insurance Solutions 24005 Ventura Blvd. Calabasas 91302 montageinsurance.com	5.4 5.3	99.5 72.0	all carriers	employee benefits, workers' compensation, property & casualty, professional lines	Danone Simpson Insurance Solutions Woodland Hills 25 1 / 1	Danone Simpson CEO (818) 676-0044	
28		Allmerits Financial & Insurance Services 4801 Wilshire Blvd., Suite 101 Los Angeles 90010 allmerits.com	4.0 3.3	26.0 21.0	Nationwide, Principal, John Hancock, VOYA, Corebridge Financial, F&G Life, National Life	asset management, 401(k), pension, annuities, life insurance	Los Angeles NA 1 / 3	Brian Lee President (323) 433-4022	
29		Olympic Insurance Agency 5775 E. Los Angeles Ave., Suite 234 Simi Valley 93063 olympicinsurance.com	3.8 3.3	36.3 28.4	all carriers	all lines	Olympic Insurance Agency Simi Valley 12 1 / 1	Donald S Barberie II Co-CEO (818) 843-4314	
30		OHM Benefit & Insurance Solutions 9301 Corbin Ave., Suite 1500 Northridge 91324 ohmbenefits.com	0.9 0.8	30.0 26.0	all carriers	group medical, dental, life, disability, vision, 401(k), compliance services	Northridge 6 1 / 1	Jason Sandler Broker, Partner (877) 650-0808	

¹ Business Journal estimate.

Note: The information on this list was supplied by representatives of the brokerages. Brokerages are ranked by 2024 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 to the Research Department at dbatra@labusinessjournal.com. ©2025 Los Angeles Business Journal. N/A - Not Applicable NA - Not Available 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