Personal Lines Leaders

About the Personal Lines Leaders: The 2017 Personal Lines Leaders in this report are taken from *Insurance Journal's* Top 100 Property/Casualty Independent Agencies as reported in August. This list utilizes only the 2016 personal lines numbers of the independent 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 2016 Personal Lines Revenue

2017 Rank	2016 Rank	Agency Name	2016 Personal Lines Revenue	2016 Total P/C Revenue	2016 Total Other Than P/C Revenue	2016 Total P/C Premiums Written	No. of Full-Time Employees	Main Office	Website
1	1	Confie	$515,600,000	$515,060,000	$0	$1,654,500,000	4,500	Huntington Beach,Calif.	www.confie.com
2	2	Hub International	$256,910,000	$1,107,702,000	$380,364,000	$8,191,839,000	11,554	Chicago, Ill.	www.hubinternational.com
3	3	AIS Insurance *	$86,614,312	$87,953,450	$0	$544,913,100	505	Cerritos, Calif.	www.aisinsurance.com
4	8	Acrisure LLC	$85,920,189	$478,614,530	$121,418,378	$5,064,469,075	2,798	Caledonia, Mich.	www.acrisure.com
5	6	AssuredPartners	$85,675,904	$546,904,035	$294,208,901	$7,825,556,098	4,239	Lake Mary, Fla.	www.assuredpartners.com
6	4	Answer Financial *	$78,000,000	$80,000,000	$2,000,000	$645,000,000	531	Encino, Calif.	www.answerfinancial.com
7	5	USI Insurance Services	$74,436,352	$574,963,909	$455,160,360	$4,984,602,611	4,353	Valhalla, N.Y.	www.usi.com
8	7	BroadStreet Partners Inc.	$65,989,000	$338,700,000	$51,600,000	$2,750,000,000	2,400	Columbus, Ohio	www.broadstreetcorp.com
9	10	Westwood Insurance Agency *	$65,416,042	$64,430,785	$0	$385,238,744	121	West Hills, Calif.	www.westwoodinsurance.com
10	9	TWFG Insurance	$48,126,418	$62,747,669	$2,223,400	$418,317,795	100	The Woodlands, Texas	www.twfg.com
11	13	Cross Financial Corp., dba Cross Insurance	$32,000,000	$107,100,000	$23,000,000	$851,300,000	760	Bangor, Maine	www.crossagency.com
12	12	Leavitt Group	$30,962,009	$145,976,185	$62,568,997	$1,327,056,225	1,92	Cedar City, Utah	www.leavitt.com
13	14	Crystal & Co.	$24,347,000	$143,928,000	$20,822,000	$1,236,000,000	469	New York, N.Y.	www.crystalco.com
14	16	Risk Strategies Co.	$24,200,000	$153,300,000	$46,745,000	$1,459,000,000	905	Boston, Mass.	www.risk-strategies.com
15	15	Eastern Insurance Group LLC **	$23,694,000	$51,028,000	$24,365,000	$348,000,000	370	Natick, Mass.	www.easterninsurance.com
16	11	NFP	$21,049,638	$214,013,378	$755,586,224	$1,250,000,000	3,600	New York, N.Y.	www.nfp.com
17	18	Premier Group Insurance Inc.	$19,883,500	$22,038,100	$0	$151,380,000	21	Denver, Colo.	www.PGIAgents.com
18	30	Gowrie Group	$18,026,800	$39,604,500	$1,800,500	$280,537,000	177	Westbrook, Conn.	www.gowrie.com
19	new	HomeServices Insurance	$18,000,000	$18,000,000	$0	$131,000,000	150	Minneapolis, Minn.	www.pcgagencies.com
20	17	PayneWest Insurance Inc.	$16,848,445	$78,255,327	$21,466,741	$607,983,240	675	Missoula, Mont.	www.paynewest.com
21	new	Insurance Office of America Inc.	$15,404,693	$147,588,675	$18,764,016	$1,538,414,369	1,064	Longwood, Fla.	www.ioausa.com
22	28	Lockton Cos.	$15,086,000	$1,000,411,000	$425,840,000	$7,428,780,000	6,500	Kansas City, Mo.	www.lockton.com
23	20	Professional Insurance Associates Inc.	$15,000,000	$42,000,000	$0	$320,000,000	52	San Carlos, Calif.	www.piainc.com
24	23	Prime Risk Partners	$14,669,000	$62,465,000	$15,265,000	$551,069,543	475	Alpharetta, Ga.	www.primeriskpartners.com
25	19	Marshall & Sterling Enterprises Inc.	$13,333,985	$51,737,448	$15,084,504	$667,118,173	427	Poughkeepsie, N.Y.	www.marshallsterling.com
26	21	Integro Group Holdings LP	$12,473,000	$188,637,000	$88,824,000	$1,850,000,000	1,064	New York, N.Y.	www.integrogroup.com
27	25	Baldwin Risk Partners	$12,100,000	$21,200,000	$13,500,000	$243,000,000	237	Tampa, Fla.	www.baldwinriskpartners.com
28	new	Atlas Insurance Brokers LLC	$11,477,303	$14,826,864	$228,104	$112,231,702	125	Rochester, Minn.	www.aibme.com
29	34	The Hilb Group LLC	$10,886,169	$60,478,719	$24,511,684	$491,029,596	503	Richmond, Va.	www.hilbgroup.com
30	26	Starkweather & Shepley Insurance Brokerage Inc.	$10,742,968	$40,184,002	$3,779,478	$298,239,884	230	East Providence, R.I.	www.starshep.com
31	40	Higginbotham	$10,149,471	$96,439,097	$58,612,966	$671,871,000	871	Fort Worth, Texas	www.higginbotham.net
32	29	Lawley Insurance	$9,325,303	$38,511,685	$17,746,852	$313,701,750	344	Buffalo, N.Y.	www.lawleyinsurance.com
33	36	Wortham	$9,101,300	$105,498,000	$21,896,000	$927,509,000	526	Houston, Texas	www.worthaminsurance.com
34	49	Alliant Insurance Services Inc.	$9,041,479	$656,293,229	$245,476,528	$5,252,492,321	2,806	Newport Beach, Calif.	www.alliant.com
35	33	Rogers & Gray Insurance	$8,752,300	$18,691,700	$2,359,000	$129,800,000	146	South Dennis, Mass.	www.rogersgray.com
36	31	The Advantage Group LLC	$8,725,010	$16,157,425	$1,292,494	$102,011,170	103	Edmonds, Wash.	www.theadvantagegroupllc.com
37	35	Tompkins Insurance Agencies Inc.	$7,697,000	$18,873,000	$7,802,000	$273,167,000	179	Batavia, N.Y.	www.tompkinsins.com
38	new	Kaplansky Insurance	$7,613,140	$9,610,692	$45,246	$67,467,615	68	Needham, Mass.	www.kaplansky.com
39	42	Ansay & Associates LLC	$7,560,000	$22,474,000	$6,215,000	$205,000,000	225	Port Washington, Wisc.	www.ansay.com
40	37	John M Glover Agency	$7,231,884	$18,601,967	$0	$137,345,000	175	Norwalk, Conn.	www.johnmglover.com
41	new	Scirocco Financial Group Inc.	$7,111,261	$25,085,709	$2,843,589	$193,279,052	108	Hasbrouck Heights, N.J.	www.sciroccogroup.com
42	39	Robertson Ryan & Associates Inc	$6,989,000	$31,812,000	$3,515,000	$270,000,000	225	Milwaukee, Wisc.	www.robertsonryan.com
43	38	INSURICA Inc.	$6,964,961	$63,144,913	$15,821,796	$526,713,096	529	Oklahoma City, Okla.	www.insurica.com
44	50	The IMA Financial Group Inc.	$6,789,404	$125,039,862	$29,596,533	$1,310,076,472	654	Denver, Colo.	www.imafg.com
45	44	Foy Insurance	$5,900,000	$9,000,000	$530,000	$59,000,000	75	Exeter, N.H.	www.foyinsurance.com
46	new	Eagan Insurance Agency LLC	$5,815,905	$20,661,507	$1,124,823	$109,083,067	88	Metairie, La.	www.eaganins.com
47	new	Shepherd Insurance	$5,718,316	$23,428,616	$5,232,887	$179,346,830	240	Carmel, Ind.	www.shepherdins.com
48	47	Hays Companies	$5,700,000	$91,700,000	$101,700,000	$1,030,000,000	750	Minneapolis, Minn.	www.hayscompanies.com
49	48	Frenkel & Co.	$5,635,000	$46,977,000	$25,041,000	$561,490,000	160	New York, N.Y.	www.frenkel.com
50	new	Heffernan Insurance Brokers	$5,615,000	$91,947,700	$28,009,100	$673,150,000	409	Walnut Creek, Calif.	www.heffins.com

*Editor's Note: *=Carrier Owned Agency; **=Bank Owned Agency*