

# LOS ANGELES BUSINESS JOURNAL

## INSURANCE BROKERS-2010 BOOK OF LISTS

Ranked by 2009 L.A. County revenue

Rank	Brokerage (Ranking in 2006) • name • address • Web site	Revenues (county/national) • 2009 • 2008 • percent gain (loss)	L.A. County • employees • year established	Insurers (partial list)	Major Lines Written (in order of volume)	Profile • parent company • headquarters • offices (county/total)	Top Executive • name • title • phone
1	Aon Corp. 707 Wilshire Blvd., Suite 6000 Los Angeles 90017 aon.com	\$110.7/\$2,249 \$161.9/\$2,718 -32%/-17%	N/A 1976	all carriers	all lines	N/A Chicago 2/500	John Barrett Resident Managing Director (213) 630-3200
2	Arthur J. Gallagher & Co. 505 N. Brand Blvd., Sixth Floor Glendale 91203 ajg.com	82.1/1,532.9 83.0/1,435 -1/7	327 1981	all carriers	all lines	N/A Itasca, Ill. 4/200	Scott J. Firestone Area President (818) 539-2300
3	Lockton Benefit Group 725 S. Figueroa St., 35th Floor Los Angeles 90017 lockton.com	72.8/556.3 78.2/545.4 -7/2	310 1995	all carriers	all lines	Lockton Cos. Kansas City, Mo. 1/22	Timothy J. Noonan CEO (213) 689-0500
4	Marsh 777 S. Figueroa St. Los Angeles 90017 marsh.com	67.0/4,524 75.0/4,632 -11/-2	313 1923	all carriers	all lines	MMC New York 2/400	Kris Davis Managing Director (213) 346-5555
5	Keenan & Associates 2355 Crenshaw Blvd., Suite 200 Torrance 90501 keenan.com	57/134 55/132 4/2	385 1972	N/A	workers' compensation, medical, dental, property/liability, malpractice	N/A Torrance 2/10	Sean Smith CEO (310) 212-3344
6	Wells Fargo Insurance Services, Inc. 21250 Hawthorne Blvd. Suite 600 Torrance 90503 wellsfargo.com/wfis	47/1,800 47/1,300 0/38	N/A 1986	all carriers	Group employee benefits, property/casualty, workers' compensation, 401(K)	N/A Chicago 5/200	Sam Elliott Regional Managing Director, So. Cal (310) 543-9995
7	Total Financial & Insurance Services Inc. 11835 W. Olympic Blvd., Suite 600 Los Angeles 90064 totalfinancial.com	42.8/49.5 62.5/68.3 -32/-28	N/A 1974	Lincoln Benefit Life, Lincoln Life, New York Life, Prudential, John Hancock, ING, AIG, MetLife, Principal Life	Life insurance, foreign nationals, annuities, bank financing, professional programs	National Financial Partners Los Angeles 1/2	Martin Greenberg President (310) 477-7500
8	Willis 801 S. Figueroa St. Los Angeles 90017 willis.com	32/1,800 37/1,500 -14/20	125 1950	all carriers	all lines	Willis Group Holdings Ltd. New York 1/300	David Fuhrman Managing Partner (213) 607-6300
9	SullivanCurtisMonroe 251 S. Lake Aven. Sute 150 Pasadena 91101 sullcurt.com	31.5/N/A 32.4/N/A -3/N/A	N/A 1975	Chubb, Fireman's Fund, AIG, PacifiCare, Blue Cross	property/casualty, employee benefits, workers' compensation	N/A Irvine 1/3	John Monroe Managing Partner (949) 250-7172
10	USI of Southern California Inc. 21600 Oxnard St. Eighth Floor Woodland Hills 91367 usi.biz	30.5/629 24.6/636.3 24/-1	90 1994	Anthem Blue Cross, Aetna, Travelers, Blue Shield, Kaiser, Firemans' Fund	property/casualty, employee benefits, personal lines	USI Holdings Corp. Briarcliff Manor, NY 1/81	Thomas R Lewis Regional CEO (818) 251-3000
11	Momentous Insurance Brokerage Inc. 5990 Sepulveda Blvd., Suite 550 Van Nuys 91411 momentousins.com	22/22 22/22 0/0	111 2008	ACE, Chartis, Chubb, Firemans' Fund, Hartford, Travelers, Anthem	Personal, entertainment, commercial, life, health, disability, professional	N/A Los Angeles 1/2	Diane Brinson President (818) 933-2700
12	Bolton & Co. (12) 245 S. Los Robles, Suite 105 Pasadena 91102 boltonco.com	19.4/20.4 20.7/22.2 -6/-8	115 1931	all major carriers	all lines	N/A Pasadena 1/2	Steve Brockmeyer CEO, President (626) 799-7000
13	Arroyo Insurance Services (15) 2900 W. Broadway Los Angeles 90041 arroyoins.com	14.9/16.5 14.5/15.7 3/5	85 1982	ALL MAJOR CARRIERS	ALL LINES	N/A Los Angeles 7/9	Craig Tom president (323) 550-7900
14	Millennium Solutions Services 550 N. Brand Blvd., Suite 1100 Glendale 91203 mcsins.com	13.7/13.7 15.3/15.3 -10/-10	8 1997	Golden Eagle, Safeco, Liberty Mutual, CNA, Travelers, Fireman's Fund, Hartford, Blue Cross, Blue Shield, Healthnet	property/ casualty, employee benefits, surety, personal lines	N/A Irvine 2/5	Sergio D. Bechara CEO, President (626) 275-3000
15	HUB International California Insurance Services Inc. 6101 W Centinela Ave. Culver City 90230 Hubbinternational.com	12.9/519.6 13.5/531.5 -4/-2	84 1998	all carriers	all lines	Hub International Ltd. Chicago 4/250	William Roeder Sr. Executive VP (310) 568-5900



"Your 5 Star Service Team"