

Rank	Brokerage • name • address • Web site	Revenue¹ • 2010 (L.A./total) • 2009 (L.A./total) • % gain or loss	L.A. County • employees • year founded	Insurers (partial list)	Major Lines Written (partial list)	Profile • parent company • headquarters • offices (L.A./total)	Top Local Executive • name • title • phone
1	<b>Aon Corp.</b> 707 Wilshire Blvd., Suite 2600 Los Angeles 90017 aon.com	\$155.9/\$8,512.0 \$110.7/\$7,595.0 41%/12%	350 1976	all carriers	all lines	N/A Chicago 2/500	John P. Barrett resident managing director (213) 630-3200
2	<b>Arthur J. Gallagher &amp; Co.</b> 505 N. Brand Blvd., Sixth Floor Glendale 91203 ajg.com	83.9/1,864.2 82.1/1,532.9 2/22	299 1981	all carriers	all lines	N/A Itasca, Ill. 4/367	Scott J. Firestone area president (818) 539-2300
3	<b>Lockton Insurance Brokers LLC</b> 725 S. Figueroa St., 35th Floor Los Angeles 90017 lockton.com	76.5/596.4 72.8/556.3 5/7	310 1995	all carriers	all lines	Lockton Cos. Kansas City, Mo. 1/22	Timothy J. Noonan ceo (213) 689-0500
4	<b>Keenan &amp; Associates</b> 2355 Crenshaw Blvd., Suite 200 Torrance 90501 keenan.com	61.0/138.5 57.0/134.0 7/3	388 1972	N/A	workers' compensation, medical, dental, property/liability, malpractice	N/A Torrance 2/10	Sean Smith ceo (310) 212-3344
5	<b>Marsh</b> 777 S. Figueroa St. Los Angeles 90017 marsh.com	57.6/8,200.0 56.1/7,600.0 3/8	573 1923	all carriers	all lines	MMC New York 2/400	Kevin Daley managing director (213) 346-5555
6	<b>Wells Fargo Insurance Services USA Inc.</b> 21250 Hawthorne Blvd., Suite 600 Torrance 90503 wellsfargo.com/wfis	48.0/N/A 47.0/N/A 2/N/A	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	<b>Total Financial &amp; Insurance Services Inc.</b> 11835 W. Olympic Blvd., Suite 600 Los Angeles 90064 totalfinancial.com	43.5/49.8 42.8/49.5 2/1	33 1974	Lincoln Benefit Life, Lincoln Life, New York Life, Prudential, John Hancock, ING, AIU, 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	<b>Poms &amp; Associates</b> 5700 Canoga Ave., Suite 400 Woodland Hills 91367 pomsassoc.com	37.0/38.2 23.9/24.8 55/54	65 1991	Blue Cross of California, Blue Shield of California, Munich America, Hartford, Chartis Private Client Group	benefits, commercial, personal lines	N/A Woodland Hills 1/3	David Poms president (818) 449-9300
9	<b>Willis</b> 801 S. Figueroa St. Los Angeles 90017 willis.com	34.0/2,000.0 32.0/1,800.0 6/11	140 1950	all carriers	all lines	Willis Group Holdings Ltd. New York 1/300	David Fuhrman managing partner (213) 607-6300
10	<b>SullivanCurtisMonroe</b> 251 S. Lake Ave., Suite 150 Pasadena 91101 sullcurt.com	30.9/N/A 31.5/N/A -2/N/A	N/A 1975	Chubb, Fireman's Fund, AIU, PacifiCare, Blue Cross	property/casualty, employee benefits, workers' compensation	N/A Irvine 1/3	John Monroe managing partner (949) 250-7172
11	<b>USI of Southern California Inc.</b> 21600 Oxnard St., Eighth Floor Woodland Hills 91367 usi.biz	26.6/632.0 30.5/629.0 -13/0	62 1994	Anthem Blue Cross, Aetna, Travelers, Blue Shield, Kaiser, Firemans' Fund	property/casualty, employee benefits, personal lines	USI Holdings Corp. Briarcliff Manor, N.Y. 1/81	Thomas R Lewis regional ceo (818) 251-3000
12	<b>Montage Insurance Solutions</b> 22110 Clarendon St., Suite 201 Woodland Hills 91367 montageinsurance.com	25.0/25.0 21.5/21.5 16/16	7 2006	Hartford, Chartis/AIG, Anthem, Health Net, Blue Shield, Met Life, Berkshire Hathaway	medical, dental, life, disability, vision, workers' compensation, property & casualty	N/A Woodland Hills 1/1	Danone Simpson ceo, president (818) 676-0044
13	<b>Hub International Insurance Services Inc.</b> 6701 Center Drive West Los Angeles 90045 hubinternational.com	23.5/771.4 12.9/519.6 82/48	128 1998	all carriers	all lines	Hub International Ltd. Chicago 4/250	William Roeder sr. executive vice president (310) 568-5900
14	<b>Momentous Insurance Brokerage Inc.</b> 5990 Sepulveda Blvd., Suite 550 Van Nuys 91411 momentousins.com	22.4/22.4 22.0/22.0 2/2	100 2008	ACE, Chartis, Chubb, Fireman's Fund, Hartford, Travelers, Anthem	personal, entertainment, commercial, life, health, disability, professional	N/A Van Nuys 1/1	Diane Brinson president (818) 933-2700

<b>15</b>	<b>Bolton &amp; Co.</b> 3475 E. Foothill Blvd., Suite 100 Pasadena 91107 boltonco.com	20.5/20.5 19.4/20.4 6/0	120 1931	all major carriers	all lines	N/A Pasadena 1/1	Steve Brockmeyer ceo, president (626) 799-7000
<b>16</b>	<b>Innovative Solutions Insurance Services</b> 200 N. Sepulveda Blvd., Suite 900 El Segundo 90245 isislife.com	17.3/17.3 6.0/6.0 188/188	26 1998	all carriers	life insurance, annuities, long-term care and disability insurance	N/A El Segundo 1/1	Lynne Rosenberg Kidd ceo (800) 551-8289
<b>17</b>	<b>Arroyo Insurance Services</b> 2900 W. Broadway Los Angeles 90041 arroyoins.com	16.3/18.1 14.9/16.5 9/10	100 1982	all major carriers	all lines	N/A Los Angeles 9/11	Craig Tom president (323) 550-7900
<b>18</b>	<b>Millennium Corporate Solutions Inc.</b> 550 N. Brand Blvd., Suite 1100 Glendale 91203 mcsins.com	13.8/13.8 13.7/13.7 1/1	25 1997	Golden Eagle-Safeco-Liberty Mutual, CNA, Travelers, Fireman's Fund, Hartford, Blue Shield, Blue Cross, Healthnet	property/casualty, employee benefits, surety, personal lines	N/A Irvine 2/5	Sergio D. Bechara ceo, president (626) 275-3000
<b>19</b>	<b>GNW-Evergreen Insurance Services</b> 16030 Ventura Blvd., Suite 500 Encino 91436 gnw-eg.com	12.9/13.7 11.1/11.2 16/23	71 2004	all major carriers	commercial, benefits, personal lines and entertainment	N/A Encino 1/3	Andrew Forchelli president (818) 257-7400
<b>20</b>	<b>B&amp;B Premier Insurance Solutions Inc.</b> 5008 Chesebrough Road, Suite 200 Agoura Hills 91301 bbpremierins.com	7.0/7.0 6.6/6.6 6/6	40 1988	Mercury Insurance, Capital Insurance Co., Safeco Insurance, Golden Eagle Insurance, Allied Insurance	auto, workers' compensation, apartment buildings, homeowners, contractors, restaurants, auto service	N/A Agoura Hills 2/2	Eric Bossuk/Steve Brooks ceo, chairman/president (818) 223-8383
<b>21</b>	<b>Elkins/Jones Insurance Agency Inc.</b> 12100 Wilshire Blvd., Suite 300 Los Angeles 90025 elkinsjones.com	6.5/6.6 6.0/6.1 8/7	31 1996	Fireman's Fund, Hartford, Chubb, California Insurance Group, St. Paul/Travelers, Allied, Safeco	real estate (lessors risk) manufacturing, workers' compensation, home owners	N/A Los Angeles 2/3	Janet C. Jones president (310) 207-9796
<b>22</b>	<b>Scanlon Guerra Burke Insurance Brokers</b> 21011 Warner Center Lane Woodland Hills 91367 sgbinsurance.com	6.1/6.1 5.8/5.8 5/5	N/A 1964	all carriers	all lines	N/A Woodland Hills 1/2	James N. Scanlon ceo (818) 316-0999
<b>23</b>	<b>Peter C. Foy &amp; Associates</b> 21650 Oxnard St., Suite 1900 Woodland Hills 91367 pcfoy.com	4.6/4.6 4.5/4.5 1/1	24 1980	Anthem, Aetna, The Hartford, State Fund, United Healthcare, Cigna, Blue Shield	consultative partner for all benefit programs, business commercial insurance, workers' compensation	N/A Woodland Hills 1/1	Peter C. Foy ceo, president (818) 703-8057
<b>24</b>	<b>City Insurance Services</b> 3435 Wilshire Blvd., Suite 3000 Los Angeles 90010 city-insurance.com	3.8/3.8 3.4/3.4 12/12	27 1997	Golden Eagle, Hartford, Blue Cross, Blue Shield, Safeco, Allied, Employers	commercial, benefits, personal, life, Medicare	N/A Los Angeles 2/3	Brian Jeung president (213) 387-6505
<b>25</b>	<b>Alliant Insurance</b> 333 S. Grand Ave., Suite 650 Los Angeles 90071 alliantinsurance.com	2.6/371.0 1.1/352.0 142/5	9 1925	Blue Cross, Blue Shield, Delta Dental, ING	medical	N/A Newport Beach 1/62	Michael Menerey vice president (213) 270-0972

<sup>1</sup> In millions.

N/A - Not Applicable Note: The information on this list was supplied by representatives of the brokerages themselves. Brokerages are ranked by 2010 L.A. County revenues from insurance brokerage services. Numbers that appear to be tied have been rounded. 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

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*Researched by David Nusbaum*