

# Top 50 Personal Lines Leaders

## Personal Lines Leaders

**About the Personal Lines Leaders:** The 2011 Personal Lines Leaders in this special feature are taken from Insurance Journal's Top 100 Property/Casualty Independent Agencies as reported in August. This list utilizes only the 2010 personal lines numbers of the privately owned 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 2010 Personal Lines Premium Written

2011 Rank	Agency Name	2010 Personal Lines P/C Premium	2010 Total P/C Premiums Written	2010 Other than P/C Premium	2010 Total P/C Revenue	No. of Employees	Main Office	Web site
1	HUB International Ltd.*	\$1,276,289,155	\$4,777,000,000	\$2,608,640,485	\$645,000,000	4,900	Chicago, Ill.	www.hubinternational.com
2	Keystone Insurers Group*	\$667,039,120	\$1,667,597,801	\$250,279,764	\$200,111,736	2,220	Northumberland, Pa.	www.keystoneinsgrp.com
3	ISU Group*	\$570,000,000	\$1,280,000,000	\$223,000,000	\$172,000,000	1,180	San Francisco, Calif.	www.joinisu.com
4	USI Holdings Corp.	\$477,000,000	\$2,786,000,000	\$5,503,000,000	\$294,000,000	2,792	Briarcliff Manor, N.Y.	www.usi.biz
5	Confie Seguros	\$380,000,000	\$380,000,000	\$0	\$125,000,000	1,175	New York, N.Y.	www.confieseguros.com
6	Satellite Agency Network							www.sangroup.com
7	Smart Choice*							www.smartchoiceagents.com
8	GreatFlorida Insurance*							www.greatflorida.com
9	Houchens Insurance Group							www.houchensins.com
10	Iroquois Group Inc.*							www.iroquoisgroup.com
11	Renaissance Alliance Insurance S							www.renaissanceins.com
12	Leavitt Group Enterprises							www.leavitt.com
13	Brightway Insurance							www.brightway.com
14	Combined Agents of America LLC*							www.combinedagents.com
15	TWFG Insurance Services							www.twfg.com
16	Bollinger Inc.							www.bollingerinsurance.com
17	United Valley Insurance Services Inc.*							www.unitedvalley.com
18	Celedinas Insurance Group							www.celedinas.com
19	Estrella Insurance*							www.estrellainurance.com
20	Gowrie Group							www.gowrie.com
21	North Florida Agents Network*							www.nfanflorida.com
22	Momentous Insurance Brokerage Inc.							www.momentousins.com
23	Oklahoma Agents Alliance*							www.oaonline.net
24	SIA of the Great Lakes*							www.siajl.com
25	Professional Insurance Associates Inc.	\$65,000,000	\$185,000,000	\$0	\$26,000,000	50	San Carlos, Calif.	www.piainc.com
26	Marshall & Sterling Enterprises Inc.	\$64,554,440	\$260,957,492	\$116,777,807	\$42,705,154	326	Poughkeepsie, N.Y.	www.marshallsterling.com
27	SAN of Florida / Comegys Insurance Agency*	\$63,509,011	\$108,387,156	\$197,325	\$13,340,649	38	St. Petersburg, Fla.	www.sanflorida.com
28	Insurers Group LLC*	\$62,000,000	\$260,000,000	\$122,000,000	\$33,680,000	225	College Station, Texas	www.insurersgroup.com
29	AssureAlliance Inc.*	\$62,000,000	\$120,000,000	\$7,000,000	\$5,500,000	22	Spartanburg, S.C.	www.assurealliance.com
30	The Advantage Group LLC*	\$61,230,000	\$94,200,000	\$9,620,000	\$11,603,261	106	Edmonds, Wash.	www.theadvantagegroupllc.com
31	PacWest Alliance Insurance Services Inc.*	\$60,138,195	\$160,368,522	\$34,831,577	\$20,046,065		Fresno, Calif.	www.pacwestalliance.com
32	SIA Group Inc.*	\$60,115,930	\$176,811,530	\$17,793,320	\$23,366,174	95	Jacksonville, N.C.	www.siaigroup.net
33	J. Smith Lanier & Co.	\$60,000,000	\$575,000,000	\$400,000,000	\$74,420,000	540	West Point, Ga.	www.jsmithlanier.com

1

# HUB International Ltd.



2010 Personal Lines P/C Premium	<b>\$1,276,289,155</b>
2010 Total P/C Premiums Written	<b>\$4,777,000,000</b>
2010 Other than P/C Premium	<b>\$2,608,640,485</b>
2010 Total P/C Revenue	<b>\$645,000,000</b>
No. of Employees	<b>4,900</b>
Main Office	<b>Chicago, Ill.</b>
Web site	<b>www.hubinternational.com</b>

\* = Identified as having an affiliation with an independent network or cluster group. Employee count for these groups does not necessarily include all affiliates responsible for total premium written.

Excerpted with permission from Insurance Journal, November 21, 2011. On the web at [www.insurancejournal.com](http://www.insurancejournal.com).  
© Wells Publishing, Inc. All Rights Reserved. Foster Printing Service: 866-879-9144, [www.marketingreprints.com](http://www.marketingreprints.com).

