

100 LARGEST BROKERS OF U.S. BUSINESS

Ranked by 2010 brokerage revenues generated by U.S.-based clients

2010 rank	2009 rank	Company	2010 revenue	% change	2010 rank	2009 rank	Company
1	1	Marsh & McLennan Cos. Inc. ¹	\$4,662,240,000	5.3%	51	53	McQueary Henry Bowles Troy L.L.P.
2	2	Aon Corp. ¹	\$4,242,400,000	59%	52	52	William Gallagher Associates Insurance Brokers Inc.
3	3	Willis Group Holdings P.L.C.	\$1,650,000,000	-1.2%	53	51	INSURICA Insurance Management Network
4	4	Wells Fargo Insurance Services USA Inc.	\$1,649,538,000	5.7%	54	59	Oswald Cos.
5	5	Arthur J. Gallagher & Co.	\$1,557,199,080	2.2%	55	49	Mahoney Group
6	6	BB&T Insurance Services Inc.	\$1,078,576,900	-0.3%	56	55	InterWest Insurance Services Inc.
7	7	Brown & Brown Inc.	\$964,016,361	0.2%	57	56	Riggs, Counselman, Michaels & Downes Inc.
8	8	USI Holdings Corp.	\$632,249,000	0.7%	58	45	BBVA Compass Insurance Agency Inc.
9	9	Lockton Cos. L.L.C.	\$578,799,900 ²	9.5%	59	60	Rose & Kiernan Inc.
10	10	Hub International Ltd.	\$510,256,590	-0.9%	60	NEW	Corporate Synergies Group L.L.C.
11	11	Alliant Insurance Services Inc.	\$357,303,988	1.5%	61	64	Bowen, Mickette & Britt Inc.
12	12	Leavitt Group	\$183,640,000	-4.4%	62	82	Risk Strategies Co.
13	14	Jardine Lloyd Thompson Group P.L.C.	\$159,282,306 ⁴	18.8%	63	63	Old National Insurance
14	13	CBIZ Benefits & Insurance Services Inc.	\$157,800,000	2.4%	64	68	Loomis Co.
15	15	Frank Crystal & Co. Inc.	\$131,530,000	1.7%	65	69	Moreton & Co.
16	16	Hays Group Inc., dba Hays Cos.	\$117,200,000	5.2%	66	61	Andreini & Co.
17	17	Bollinger Inc.	\$116,391,174	9.7%	66	73	Sterling & Sterling Inc.
18	18	J. Smith Lanier & Co.	\$105,020,193	0.3%	68	65	Graham Co.
19	19	Regions Insurance Group Inc.	\$99,494,406	-4.6%	69	72	Payne Financial Group Inc.
20	20	John L. Wortham & Son L.P.	\$96,587,439	n/m	70	71	Frost Insurance Agency Inc.
21	21	Beecher Carlson Holdings Inc.	\$92,787,282	-1.1%	71	77	Scott Insurance
22	22	Holmes Murphy & Associates Inc.	\$92,453,487	0.8%	72	70	Parker, Smith & Feek Inc.
23	23	Mesirow Insurance Services Inc.	\$87,495,570 ³	-1.7%	73	78	SilverStone Group Inc.
24	26	Neace Lukens Holding Co.	\$86,014,197	2.9%	74	80	M3 Insurance Solutions Inc.
25	24	Hylant Group Inc.	\$85,564,364	-0.5%	75	74	Starkweather & Shepley Insurance Brokerage Inc.
26	25	BancorpSouth Insurance Services Inc.	\$81,611,594	-2.6%	76	75	SullivanCurtisMonroe Insurance Services L.L.C.
27	28	Insurance Office of America Inc.	\$80,812,270	4.2%	77	90	People's United Insurance Agency Inc. ⁷
28	27	IMA Financial Group Inc.	\$78,310,466	0.6%	78	NEW	Acrisure L.L.C.
29	29	Barney & Barney L.L.C.	\$76,150,800	7.7%	79	81	Roger Bouchard Insurance Inc.
30	NEW	Paychex Insurance Agency Inc.	\$74,400,000 ⁸	26.8%	80	85	Robertson Ryan & Associates Inc.
31	39	Integro USA Inc.	\$72,603,000	27.6%	81	86	Haylor, Freyer & Coon Inc.
32	31	Heffernan Group	\$71,465,000	5%	82	84	Cobbs, Allen & Hall Inc.
33	32	Conner Strong & Buckelew Cos. Inc.	\$69,520,220	4%	83	83	Lovitt & Touche Inc.
34	35	Ascension Insurance Inc.	\$68,621,000	16.3%	84	88	Seitlin
35	37	Woodruff-Sawyer & Co.	\$64,556,118	9.8%	85	76	Dawson Cos.
36	38	Cottingham & Butler Inc.	\$62,882,000	8.7%	86	NEW	J.W. Terrill Inc.
37	41	Higginbotham & Associates	\$61,093,000	11.7%	87	NEW	TWIW Insurance Services L.L.C.
38	40	Capacity Group of Cos.	\$60,195,269	8.9%	88	91	Precept Group
39	34	Huntington Insurance Inc.	\$58,662,450	-7.2%	89	95	Brower Insurance Agency L.L.C.
40	36	Eastern Insurance Group L.L.C.	\$55,817,803	-5.3%	90	93	Bankers Insurance L.L.C.
41	42	Frenkel & Co. Inc.	\$54,788,423	2.1%	91	92	Daniel & Henry Co.
42	48	Edgewood Partners Insurance Center	\$52,582,000	14.9%	92	94	Momentous Insurance Brokerage Inc.
43	43	Associated Financial Group L.L.C.	\$51,259,900	-1.5%	93	87	PSA Insurance & Financial Services ⁹
44	44	Western States Insurance	\$50,619,825	-2.6%	94	96	Schiff, Kreidler-Shell Inc.
45	46	Marshall & Sterling Enterprises Inc.	\$47,321,215	1.7%	95	NEW	Johnson Insurance Services L.L.C.
46	47	Horton Group Inc.	\$46,200,205	-0.2%	96	67	Van Gilder Insurance Corp.
47	50	First Niagara Risk Management Inc.	\$45,493,508	3.6%	97	97	Bolton & Co. Insurance Brokers
48	58	Assurance Agency Ltd.	\$44,818,000	12.5%	98	79	FBMC Benefits Management ¹⁰
49	54	Propel Insurance	\$44,200,000	5.9%	99	100	AH&T Insurance
50	57	Lawley Service Inc.	\$43,384,542	7.1%	100	NEW	Benefit Controls Cos.

*Companies that derive less than 50% of revenues from commercial retail brokerage or employee benefits are not ranked. n/m—not meaningful. 1 Pro forma to include a full year of HSBC Insurance Brokers Associates Inc. 3 Fiscal year ending April 30. 4 British pound—\$1.5452 (2010) fiscal year ending Dec. 31. 5 Fiscal year ending March 31. 6 Fiscal year ending May 31. 7 Formerly R.C. Knox & Co. Inc. 8 F&I Financial Center & Affiliates. 10 Formerly Pringe Benefits Management Co.