

Closer Look: Personal Lines Leaders

About the Personal Lines Leaders: The 2023 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 2022 personal lines property/casualty revenue 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

2023 Rank	Agency Name	2022 Total Personal Lines Revenue	2022 Total Personal Lines Premium	2022 Total P/C Revenue	Total Number of Employees	Main Office
1	Alliant Insurance Services/Confie	\$576,359,009	\$2,423,293,434	\$2,403,607,386	10,491	Irvine, California
2	HUB International Ltd.	\$513,604,260	\$3,000,000,000	\$2,338,204,990	16,901	Chicago, Illinois
3	BRP Group Inc.	\$426,788,800	\$3,200,000,000	\$743,380,139	3,800	Tampa, Florida
4	Highstreet Insurance Partners	\$174,522,947		\$346,938,600	2,173	Traverse City, Michigan
5	AssuredPartners	\$150,000,000	\$1,500,000,000	\$1,670,000,000	9,200	Orlando, Florida
6	BroadStreet Partners Inc.	\$138,437,000	\$1,200,000,000	\$1,031,445,000	5,610	Columbus, Ohio
7	TWFG Insurance	\$129,000,000	\$900,000,000	\$158,500,000	200	The Woodlands, Texas
8	PCF Insurance Services	\$124,000,000	\$900,000,000	\$542,000,000	3,200	Lehi, Utah
9	Acrisure	\$119,414,180	\$857,671,115	\$2,548,520,636	14,876	Grand Rapids, Michigan
10	USI Insurance Services	\$117,784,365	\$755,000,000	\$1,399,424,667	10,115	Valhalla, New York
11	UniVista Insurance	\$114,608,563	\$640,935,058	\$146,488,214	422	Miami, Florida
12	AIS Insurance*	\$100,500,000	\$636,000,000	\$103,000,000	404	Irvine, California
13	NFP	\$98,123,476	\$950,000,000	\$739,804,661	7,403	New York, New York
14	Hilb Group LLC	\$94,798,715		\$332,555,920	2,104	Richmond, Virginia
15	Leavitt Group	\$86,620,000	\$744,243,000	\$308,466,000	2,371	Cedar City, Utah
16	RSC Insurance Brokerage Inc. (DBA Risk Strategies Co.)	\$83,046,772	\$581,094,105	\$528,836,897	4,078	Boston, Massachusetts
17	Cross Insurance	\$78,388,000	\$912,477,000	\$235,169,000	1,100	Bangor, Maine
18	Relation Insurance Inc.	\$75,400,000	\$503,000,000	\$213,000,000	1,300	Walnut Creek, California
19	World Insurance Associates LLC	\$67,158,804	\$668,158,075	\$372,892,596	1,901	Iselin, New Jersey
20	Patriot Growth Insurance Services LLC	\$59,960,000	\$435,000,000	\$149,800,000	1,600	Fort Washington, Pennsylvania
21	Alera Group	\$58,000,000		\$580,000,000	4,100	Deerfield, Illinois
22	Premier Group Insurance Inc.	\$57,600,000	\$505,000,000	\$72,000,000	48	Littleton, Colorado
23	Home Services Insurance	\$46,000,000	\$317,000,000	\$46,000,000	302	St. Paul, Minnesota
24	EPIC	\$41,491,000	\$290,000,000	\$783,890,000	2,915	San Francisco, California
25	Eastern Insurance Group LLC**	\$32,893,911	\$163,297,852	\$81,368,814	408	Natick, Massachusetts
26	Atlas Insurance Brokers LLC	\$31,831,126	\$232,353,566	\$46,132,065	26	Rochester, Minnesota
27	NavSav	\$31,198,076	\$248,445,492	\$51,996,794	365	Beaumont, Texas
28	The Liberty Company Insurance Brokers	\$31,000,000	\$248,000,000	\$124,000,000	835	Gainesville, Florida
29	Higginbotham	\$29,757,000	\$400,000,000	\$354,467,000	2,451	Fort Worth, Texas
30	IMA	\$27,078,250	\$198,328,654	\$437,045,045	1,908	Denver, Colorado
31	Marshall & Sterling Enterprises Inc.	\$24,878,197	\$113,489,297	\$89,887,447	512	Poughkeepsie, New York
32	Sunstar Insurance Group	\$23,300,000	\$25,000,000	\$106,500,000	710	Memphis, Tennessee
33	Inszone Insurance Services LLC	\$21,710,805	\$160,820,776	\$69,076,647	360	Rancho Cordova, California
34	Lockton	\$19,919,000	\$113,613,000	\$1,960,548,000	10,750	Kansas City, Missouri
35	Towne Insurance**	\$19,835,489	\$144,278,412	\$74,244,684	450	Norfolk, Virginia
36	Huntington Insurance**	\$18,455,000	\$118,895,022	\$42,688,000	330	Columbus, Ohio
37	Shepherd Insurance	\$16,789,570	\$128,157,882	\$64,575,269	495	Carmel, Indiana
38	Starkweather & Shepley Insurance Brokerage Inc.	\$16,271,512	\$110,104,612	\$72,901,177	288	East Providence, Rhode Island
39	Robertson Ryan & Associates	\$15,893,336	\$112,000,000	\$61,093,865	458	Milwaukee, Wisconsin
40	Insurance Office of America	\$15,399,752	\$153,997,520	\$248,417,439	1,469	Longwood, Florida
41	Oakbridge Insurance	\$15,149,868	\$96,893,117	\$59,421,242	340	LaGrange, Georgia
42	ALKEME	\$14,850,000	\$117,900,000	\$79,200,000	450	Ladera Ranch, California
43	Kaplansky Insurance Agency	\$14,768,602	\$86,903,982	\$22,060,353	92	Needham, Massachusetts
44	Lawley Insurance	\$14,528,812	\$88,506,897	\$62,082,796	443	Buffalo, New York
45	Ansay & Associates	\$14,468,659	\$89,395,160	\$41,272,128	238	Port Washington, Wisconsin
46	Guaranteed Rate Insurance LLC (new)	\$14,441,424	\$98,964,233	\$15,100,357	167	Schaumburg, Illinois
47	TrueNorth Companies	\$14,265,000	\$127,870,000	\$90,676,000	561	Cedar Rapids, Iowa
48	King Insurance Partners (new)	\$13,626,979	\$109,015,832	\$34,067,448	185	Gainesville, Florida
49	Heffernan Insurance Brokers	\$11,722,035	\$72,331,297	\$175,837,662	612	Walnut Creek, California
50	TRICOR LLC	\$11,539,423	\$72,340,997	\$33,690,660	234	Lancaster, Wisconsin

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