



The Independent Insurance Agents & Brokers of America and Reagan Consulting are proud to present

# THE 2022 BEST PRACTICES AGENCIES

Special thanks to our 2022 Sponsors:



## Congratulations to our 2022 Top Performers:



Agencies under \$1.25M in revenue:

**The Ballard Agency**

Agencies between \$1.25-2.5M in revenue:

**Aleckson Insurance Agency**

Agencies between \$2.5-5M in revenue:

**Bogle Agency Insurance**

Agencies between \$5-10M in revenue:

**First West**

Agencies between \$10-25M in revenue:

**Cragin & Pike**

Agencies over \$25M in revenue:

**Woodruff-Sawyer & Co.**

### ALABAMA

Byars | Wright Insurance, Member of The WRM Group, Jasper  
Cobbs Allen / CAC Specialty, Birmingham  
Crawford Skinner Agency, Springville  
Fountain, Parker, Harbarger & Associates, Huntsville  
Hammon Dennis Bradshaw, Montgomery  
Pritchett-Moore Insurance, Member of The WRM Group, Tuscaloosa

Starke Agency, Montgomery  
Thames Batré Insurance, Mobile  
Valent Group, Birmingham

### ARIZONA

Farmers Woods Group, Phoenix  
INSURICA Southwest Insurance Services, Phoenix  
Strong Tower Insurance Group, Gilbert  
Talentum Insurance Agency, Phoenix  
The Arizona Group, Mesa  
The Mahoney Group, Mesa

### ARKANSAS

Community Insurance, Batesville  
Meadors, Adams & Lee, Little Rock

### CALIFORNIA

B.H. Gold Insurance Agency, San Diego  
CalNonprofits Insurance Services, Capitola  
Cavignac, San Diego  
C3 Risk & Insurance Services, San Diego  
DiBudio & DeFendis Insurance Brokers, Fresno  
Hal Rakowski Insurance, Lakeside  
Morris & Gambiano, San Luis Obispo  
MST Insurance Solutions, Torrance  
Navion Insurance Associates, Yorba Linda  
Rancho Mesa, Santee  
Socher Insurance Agency, Burlingame  
Teague Insurance Agency, La Mesa  
The Insurance Store, Murietta  
Woodruff-Sawyer & Co., San Francisco

### COLORADO

CCIG, Englewood  
Colorado Insurers Service, Englewood  
CRS Insurance Brokerage, Denver  
Moody Insurance Agency, Denver  
Olson & Olson Insurance Services, Greenwood Village  
Surescape Insurance Services, Littleton

### CONNECTICUT

Smith Brothers Insurance, Glastonbury

### DELAWARE

ACA Club Insurance Agency, Wilmington  
Bellevue Insurance Services, Wilmington  
Wigus Associates, Bethany Beach

### DISTRICT OF COLUMBIA

Clements Worldwide, Washington  
HMP Insurance, Washington

### FLORIDA

Atlas Insurance Agency, Sarasota  
Corkhill Insurance Agency, Orlando  
Cothrom Risk & Insurance Services, Fort Lauderdale  
Demont Insurance Agency, Tallahassee  
Fudge Insurance, Winter Park  
Gulfshore Insurance, an Acrisure Agency Partner, Naples

King Insurance, Gainesville  
LRA Insurance, Orlando  
NSI Insurance Group, Miami Lakes  
Rofis Insurance Services, Pembroke Pines  
Strategic Insurance Services, Clearwater  
The Fessler Agency, Clearwater  
ThompsonBaker Agency, St. Augustine  
Wallace Welch & Willingham, St. Petersburg  
Wilson, Washburn & Forster Insurance, Miami

### GEORGIA

Blanton & Griffin Insurance Agency, Valdosta  
Gais Stewart Insurance, Brunswick  
Gillman Insurance Problem Solvers, Alpharetta  
Legacy Risk Solutions, Gainesville  
Little & Smith, Marietta  
MAI Risk Advisors, Augusta  
Oakbridge Insurance, LaGrange  
Palmer & Cay, Atlanta  
Siegel Insurance, Atlanta  
Sterling Seacrest Pritchard, Atlanta  
Turner & Associates Insurance, Brunswick  
Watson & Knox, Thomson

### ILLINOIS

Aleckson Insurance Agency, Lake Zurich  
Darsig Inc., Decatur  
First Mid Insurance Group, Mattoon  
Insurance World Agency, Downers Grove  
The Horton Group, Orland Park  
The Plexus Groupe, Deer Park  
Troxell, Springfield

### INDIANA

Crossroads Insurance, Carmel  
Gibson, South Bend  
MJ Insurance, Carmel  
Ovation Insurance, Fort Wayne  
Wetzel Insurance Agency, North Manchester

### IOWA

Central Insure, Storm Lake  
GreenState Insurance, North Liberty  
Midwest Insurance Corporation, Nevada  
Ratcliff & Blake Insurance Professionals, Oskaloosa  
Relion Insurance Solutions, Iowa City  
Shomo-Madsen Insurance, Marshalltown  
TrueNorth Companies, Cedar Rapids

### KANSAS

Conrade Insurance Group, Newton  
Fuqua Insurance Group, Hesperon  
IMA Financial Group, Wichita  
Insurance Center, Inc. (ICI), El Dorado  
SBS Insurance Agency, Seneca  
The Reilly Company, Leavenworth

### KENTUCKY

Commonwealth Insurance Services, Louisville  
Energy Insurance Agency, Lexington  
Higgins Insurance, Hopkinsville  
Houchens Insurance Group, Bowling Green  
Lawton Insurance, Central City  
Peel & Holland Insurance, Benton  
Sterling Thompson Company, Louisville

### LOUISIANA

Dwight W. Andrus Insurance, Lafayette  
Eagan Insurance Agency, Metairie  
Ensure Agency, Ruston  
Hartwig Moss Insurance Agency, New Orleans  
Paulin Insurance Associates, Metairie

### MAINE

Wheeler Insurance, South Paris

### MARYLAND

Consolidated Insurance + Risk Management, Owings Mills  
HMS Insurance Associates, Hunt Valley  
Joseph W. McCartin Insurance, Beltsville  
Maury Donnelly & Parr, Baltimore

### MASSACHUSETTS

Deland, Gibson Insurance Associates, Wellesley Hills  
FBInsurance, Taunton  
H W Lapointe Insurance Agency, Fall River  
Kaplanisky Insurance, Needham  
MTM Insurance Associates, North Andover  
Risman Insurance Agencies, Medford  
Tetrault Insurance Agency, New Bedford

### MICHIGAN

BHS Insurance Agency, Grandville  
Kapnick Insurance, Adrian  
Meiers Lombardini Lemanski Insurance, East Lansing  
Peabody Insurance Agency, Fenton  
Russell & Schrader Insurance Agency, Charlotte  
VAST, Marquette

### MINNESOTA

Christensen Group, Minneapolis  
CSDZ, Minneapolis  
Insurance Center of Buffalo, Buffalo  
Zimny Insurance Agency, Alexandria

### MISSISSIPPI

Entrekin Ins Services, D'Iberville  
FBIInsurance, Jackson  
Galloway Chandler McKinney, Columbus  
Lemon Mohler Insurance Agency, Ocean Springs  
Ross & Yergler Insurance, Jackson  
SouthGroup Insurance & Financial Services, Ridgeland

### MISSOURI

Olis/Akers/Amey, Springfield

### MONTANA

First West, Bozeman  
Seitz Insurance Agency, Sidney

### NEBRASKA

First State Insurance Agency, Wilder  
Ryder Rosacker McCue & Huston, Grand Island  
UNICO Group, Lincoln

### NEVADA

Cragin & Pike, Las Vegas  
L/P Insurance Services, Reno

### NEW HAMPSHIRE

The Rowley Agency, Concord

### NEW JERSEY

Bogle Agency Insurance, Lyndhurst  
Chas E. Rue & Son T/A Rue Insurance, Hamilton Township  
Nottingham Insurance, Hamilton Square  
Otterstedt Insurance Agency, Englewood Cliffs  
Provident Protection Plus, Augusta  
The Van Dyk Group, Beach Haven Terrace  
Tri County Agency of Brick, Brick

### NEW MEXICO

Berger Berger Insurance & Risk Solutions, Albuquerque

### NEW YORK

Curabba Agency, Middletown  
Garbe Associates Insurance, Huntington Station  
Gilroy, Keman & Gilroy, New Hartford  
Haylor, Freyer & Coon, Syracuse  
Keats Insurance Agencies, Mineola  
Levit - Furst Insurance and Bonding, Tarrytown  
Mackoul Risk Solutions, Island Park  
MetzWood Insurance, Chatham  
Mike Preis, Callicoon

### NORTH CAROLINA

Alliance Insurance Services, Winston-Salem  
ECM Solutions, Charlotte  
First Citizens Insurance Services, Raleigh  
First Security Company, Hickory  
Granite Insurance Agency, Granite Falls  
HPB Insurance Group, High Point  
John Hackney Agency of Rocky Mount, Rocky Mount  
Lipstone Insurance Group, Cary  
Main Street Insurance Group, Forest City  
Mountcastle Insurance, Lexington  
O'Connor Insurance Associates, Charlotte  
Triangle Risk Advisors, Louisville  
Twin City Insurance Agency, Newton

### NORTH DAKOTA

Carroll Insurance & Risk Management Group, Toledo

### OHIO

Consolidated Insurance Group, Westerville  
Hamler-Gingrich Insurance Agency, West Milton  
Huntington Insurance, Columbus  
Hylant, Toledo  
Jacobs Vanaman Agency, Coshocton  
Leugers Insurance Agency, Maria Stein  
O'Neill Insurance, Wadsworth  
Oswald Companies, Cleveland  
Overmyer Hall Associates, Columbus  
Phelan Insurance Agency, Versailles  
Ray Insurance Agency, Columbus  
RiskSOURCE Clark-Theders, West Chester  
The Uhl Agency, Dayton  
Van Nostran Young Courts, North Canton  
Wilks Insurance Agency, Hamilton

### OKLAHOMA

BancFirst Insurance Services, Tulsa  
Berrong Insurance Agency, Weatherford  
ECI Insurance, Piedmont  
INSURICA, Oklahoma City  
Professional Insurers Agency, Oklahoma City

### OREGON

MW Insurance, Portland  
RiskPoint Insurance Advisors, Lake Oswego  
The Partners Group, Portland

### PENNSYLVANIA

Engle-Hambright & Davies (EHD), Lancaster  
Gilbert's Risk Solutions, Sharon  
Graham Company, Philadelphia  
Gunn-Mowery, Lemoyne  
Howard Hanna Insurance Services, Wexford  
Keller-Brown Insurance Services, Shrewsbury  
Pary Insurance, Langhorne  
Paul Sprowls Agency, Uniontown  
Seubert & Associates, Pittsburgh  
The Hartman Group, Williamsport

### RHODE ISLAND

Apple Valley Agency, Greenville  
Starkweather & Shepley Insurance Brokerage, East Providence

### SOUTH CAROLINA

CSP Insurance Services, Florence  
Imo Insurance Agency, Imo  
Peoples Underwriters, Conway  
South Carolina Insurance Brokers, Greenville

### SOUTH DAKOTA

Bridgemark Insurance Solutions, Mobridge

### TENNESSEE

Athens Insurance Agency, Athens  
BFS Insurance Group, Clarksville  
Builwell Insurance Agency, Jasper  
Colfer Insurance, Memphis  
Commercial Insurance Associates, Brentwood  
Full-Line Insurance Agency, Loudon  
Insurance Group of America, Franklin  
Insurefit RM, Knoxville  
Martin & Zerfoss, Nashville  
McDaniel-Whitley, Memphis  
Montgomery & Associates Insurance and Financial Services, Brentwood  
Powell & Meadows Insurance Agency, Carthage  
RSS Insurance, Chattanooga

### TEXAS

BKCW Insurance, Killeen  
Bosworth & Associates, Tyler  
Brady, Chapman, Holland & Assoc., Houston  
CoVerica, Dallas  
Dean & Draper, Houston  
Focus Insurance & Financial Services, Houston  
Galveston Insurance Associates, Galveston  
HealthSure, Austin  
Higginbotham Insurance Agency, Fort Worth  
Insurers of Texas General Agency, Waco  
Montalvo Insurance Agency, Weslaco  
Patterson & Associates Insurance Agency, Richardson  
Pierson & Fendley Insurance Agency, Paris  
RHSB, Dallas  
Shepard & Walton Employee Benefits, Harlingen  
SWBC Insurance Services, San Antonio  
Swingle Collins & Associates, Dallas  
Texan Insurance, Houston  
The Risk Specialty Group, Houston  
Tower Street Insurance and Risk Management, Dallas  
Walshall, Sachse & Pipes, San Antonio  
Watkins Insurance Group, Austin  
Weatherby-Eisenrich Insurance, Andrews  
WinStar Insurance Group, Cedar Park

### UTAH

American Insurance & Investment Corp., Salt Lake City  
Beehive Insurance Agency, Salt Lake City  
Fred A. Moreton & Company, Salt Lake City  
The Buckner Company, Salt Lake City  
The Insurance Center, Farr West  
Western States Insurance, Spanish Fork

### VIRGINIA

Sahouri Insurance Agency and Financial Services, McLean  
Scott Insurance, Lynchburg  
The Winchester Group, Winchester

### WASHINGTON

Davidson & Associates Insurance, Vancouver

### WEST VIRGINIA

The Ballard Agency, Kirkland  
WAFD Insurance Group, Mount Vernon

### WEST VIRGINIA

G.J. Carlton Insurance Agency, Weston  
Mountain State Insurance Agency, Charleston  
Thornburg Insurance Agency, Huntington  
United Security Agency, Morgantown

### WISCONSIN

Alongi Santos Moss Insurance Agency, Beloit  
M3 Insurance, Madison  
R&R Insurance Services, Waukesha  
The Starr Group, Greenfield

To order your copy of the 2022 Best Practices Study, call 1-800-221-7917 or visit the Best Practices Gateway at

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