

INSURANCE BROKERAGE FIRMS

Rank	Brokerage • name • address • website	L.A. County (\$ in millions)		Insurers (partial list)	Major Lines Written (partial list)	Profile • parent company • headquarters • L.A. employees • offices (L.A./total)	Top Local Executive • name • title • phone	Image
		Revenue • 2019 • 2018	Premiums • 2019 • 2018					
27	 LBW Insurance and Financial Services 28055 Smyth Drive Valencia 91355 lbwinsurance.com	\$5.6 \$5.3	\$50.9 \$47.6	Anthem Blue Cross, Hartford, Aetna, Swett & Crawford, Blue Shield, Kaiser	commercial, workers' compensation, group benefits, personal, financial and retirement	N/A Valencia 37 1 / 1	Mitzi Like CEO, President (661) 702-6000	
28	 Leavitt Insurance Services of Los Angeles 21820 Burbank Blvd., Suite 300 Woodland Hills 91367 leavitt.com/losangeles	5.0 3.4	100.0 75.0	all major carriers	employee benefits, workers' compensation, commercial liability, property & auto coverage, professional liability, surety	Leavitt Group Cedar City, Utah NA 1 / 130	Teri Frankel Managing Principal (818) 593-7001	
29	 Corporate Strategies Inc. dba CorpStrat 21021 Ventura Blvd., Suite 200 Woodland Hills 91364 corpstrat.com	4.7 4.2	49.0 44.0	American General, Anthem, Health Net, Blue Shield, John Hancock, Kaiser	accident and health, employee benefits, life insurance, payroll and HR services	N/A Woodland Hills 26 1 / 1	Martin Levy CEO, President (818) 377-7260	
30	 ISU Olson Duncan Agency 25550 Hawthorne Blvd., Suite 203 Torrance 90505 olsonduncan.com	4.6 4.4	39.0 36.4	Travelers, Liberty Mutual, Hartford, Mercury, Safeco	property, liability, automobile, professional, group health, workers' compensation	N/A Torrance 18 1 / 1	Mark Duncan President (310) 373-6441	
31	 Jaffe Insurance Agency 13160 Mindanao Way, Suite 204 Marina del Rey 90292 jaffeinsurance.com	3.4 3.2	20.7 20.2	Encompass, Travelers, Mercury, CNA, PURE, AIG, Chubb, NatGen Premier, Progressive, Employers	homeowners, auto, earthquake, umbrella, commercial property, workers' compensation, restaurants	N/A Marina del Rey 13 1 / 2	Craig Jaffe VP, COO (310) 827-5050	
	 Montage Insurance Solutions 5550 Topanga Canyon Blvd., Suite 310 Woodland Hills 91367 montageinsurance.com	3.4 3.3	59.5 52.4	all employee benefits and most carriers in property and casualty	commercial insurance - all lines	Danone Simpson Insurance Services Woodland Hills 20 1 / 1	Danone Simpson CEO, President (818) 676-0044	
33	 CBIZ Benefits & Insurance Services Inc. 10474 Santa Monica Blvd., Suite 200 Los Angeles 90025 cbiz.com	3.3 6.5	18.4 36.0	all carriers	employee benefits, health, retirement, dental, group life, life insurance, payroll and HR services	CBIZ Inc. Cleveland 5 1 / 58	Melanie Gilmour Business Unit President Employee Benefits (310) 268-2000	
34	 Crescenta Valley Insurance 3156 Foothill Blvd., Suite A La Crescenta 91214 cvins.com	2.9 2.7	22.8 21.1	Mercury Insurance, Travelers, Safeco, Hartford, Liberty Mutual, Nationwide, Hanover, Blue Cross & Blue Shield	auto, home, apartment owners, homeowner associations, restaurants	N/A La Crescenta 17 1 / 1	Rick Dinger President (818) 248-4500	
35	 Allmerits Financial & Insurance Services 4801 Wilshire Blvd., Suite 101 Los Angeles 90010 allmerits.com	2.6 2.5	12.0 8.5	Global Atlantic Financial Group, AIG, North American, Transamerica, American National, National Life, Forethought, Nationwide	asset management, 401(k), pension, annuities, life	N/A Los Angeles 60 1 / 8	Brian Lee President (323) 433-4022	
36	 Really Great Employee Benefits 21515 Vanowen St., Suite 200 Canoga Park 91303 rgeb4u.com	2.4 2.5	40.0 40.0	Anthem Blue Cross, Blue Shield, Health Net, Kaiser, UnitedHealthCare	medical, dental, vision, life, disability HR services including HR assessments, compliance, section 6056 reporting, outsourced HR	N/A Canoga Park NA 1 / 1	Barry Cohn CEO, President (818) 444-7722	
37	 Olympic Insurance Agency 5775 E. Los Angeles Ave., Suite 234 Simi Valley 93063 olympicinsurance.com	2.3 2.2	22.9 22.3	all major carriers	all lines	N/A Simi Valley 11 1 / 2	Donald Barberie President (818) 843-4314	
38	 Bichlmeier Insurance Services 730 S. Pacific Coast Highway, Suite 201 Redondo Beach 90277 bisins.com	2.2 2.0	19.0 17.0	Mercury, Civil Service Employees, Travelers, Safeco, Progressive, Nationwide, Heath Net	auto, home, workers' compensation, business property and liability, benefits	N/A Redondo Beach 19 2 / 2	Cary Bichlmeier President (310) 376-8852	
39	 Randall 4751 Wilshire Blvd. Los Angeles 90010 ebroox.com	1.6 1.5	11.5 10.9	Nationwide Private Client, Chubb, ACE, The Hartford, Travelers, NatGen	home, small business, middle market, auto, collections	N/A Los Angeles 11 1 / 1	Richard Bryant President (323) 936-1010	
40	 OHM Benefit & Insurance Solutions 19360 Rinaldi St., Suite 505 Northridge 91326 ohmbenefits.com	0.7 0.7	13.4 11.8	all carriers	group medical, dental, life, disability, vision, 401(k), compliance services	N/A Northridge 5 1 / 1	Jason Sandler Broker, Partner (877) 650-0808	

N/A - Not Applicable NA - Not Available Note: The information on this list was supplied by representatives of the brokerages. Brokerages are ranked by 2019 L.A. County revenue from insurance brokerage services. Numbers that appear to be tied have been rounded. Aon may have qualified for this list but declined to provide financial information. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the

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Researched by Joshua Niv