





















INSURANCE BROKERAGE FIRMS *Continued from page 22*

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	
			Revenue • 2024 • 2023	Premiums • 2024 • 2023					
21		Arroyo Insurance Services, Inc. 2700 E. Foothill Blvd., Suite 302 Pasadena 91107 www.arroyoins.com	\$9.7 \$10.3	\$96.9 \$103.3	all carriers	commercial business, workers' compensation, employee benefits, professional liability	Pasadena 63 7 / 8	Maureen Hann Taylor Williams Presidents (310) 515-0382	
22		LBW Insurance and Financial Services 28055 Smyth Dr. Valencia 91355 lbwinsurance.com	8.6 7.5	70.6 62.0	Anthem Blue Cross, Hartford, Aetna, Swett & Crawford, Blue Shield, Kaiser	commercial incl. workers' compensation, group benefits, personal, financial and retirement	LBW Insurance and Financial Services Valencia 36 1 / 1	Mitzi Like CEO, President (661) 702-6000	
23		Gaspar Insurance Services Inc. 23161 Ventura Blvd., Suite 100 Woodland Hills 91364 gasparinsurance.com	7.5 6.0 ¹	65.0 58.5	Mercury, Travelers, Safeco, Nationwide, Hanover Hartford, CSE	personal auto, homeowners, workers' compensation, commercial package, business auto	Foundation Risk Partners Woodland Hills 41 1 / 4	Timothy Gaspar CEO (818) 302-3060	
24		Olson Duncan Insurance Service, Inc. 25550 Hawthorne Blvd., Suite 203 Torrance 90505 olsonduncan.com	7.4 6.8	70.0 60.0	Travelers, Liberty Mutual, Hartford, Mercury, Safeco	property, liability, automobile, professional, group health, workers' compensation	Torrance 18 1 / 2	Mark Duncan President (310) 373-6441	
25		Total Financial & Insurance Services Inc. 300 Corporate Pointe, Suite 250 Culver City 90230 totalfinancial.com	7.0¹ 40.0 ¹	NA NA	Lincoln Life, American General, Prudential, John Hancock, Allianz, Protective Life	life insurance, foreign nationals, annuities, finance, professional programs	Culver City NA 1 / 1	Diana Greenberg CEO, President (310) 477-7500	
26		CorpStrat 21021 Ventura Blvd., Suite 200 Woodland Hills 91364 CorpStrat.com	6.0¹ 5.7	NA NA	American General, Anthem, Lincoln Blue Shield, John Hancock, Kaiser	employee benefits, life insurance, long term care	CorpStrat Woodland Hills 16 1 / 1	Martin Levy Agency Principal (818) 377-7260	
27		Montage Insurance Solutions 24005 Ventura Blvd. Calabasas 91302 montageinsurance.com	5.4 5.3	99.5 72.0	all carriers	employee benefits, workers' compensation, property & casualty, professional lines	Danone Simpson Insurance Solutions Woodland Hills 25 1 / 1	Danone Simpson CEO (818) 676-0044	
28		Allmerits Financial & Insurance Services 4801 Wilshire Blvd., Suite 101 Los Angeles 90010 allmerits.com	4.0 3.3	26.0 21.0	Nationwide, Principal, John Hancock, VOYA, Corebridge Financial, F&G Life, National Life	asset management, 401(k), pension, annuities, life insurance	Los Angeles NA 1 / 3	Brian Lee President (323) 433-4022	
29		Olympic Insurance Agency 5775 E. Los Angeles Ave., Suite 234 Simi Valley 93063 olympicinsurance.com	3.8 3.3	36.3 28.4	all carriers	all lines	Olympic Insurance Agency Simi Valley 12 1 / 1	Donald S Barberie II Co-CEO (818) 843-4314	
30		OHM Benefit & Insurance Solutions 9301 Corbin Ave., Suite 1500 Northridge 91324 ohmbenefits.com	0.9 0.8	30.0 26.0	all carriers	group medical, dental, life, disability, vision, 401(k), compliance services	Northridge 6 1 / 1	Jason Sandler Broker, Partner (877) 650-0808	

¹ Business Journal estimate.

Note: The information on this list was supplied by representatives of the brokerages. Brokerages are ranked by 2024 L.A. County revenue from insurance brokerage services. Numbers that appear to be tied have been rounded. Several companies 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 accuracy and thoroughness of the list, omissions and

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