

## The Independent Insurance Agents & Brokers of America and Reagan Consulting are proud to present **THE 2023 BEST PRACTICES AGENCIES**

### ALABAMA

The WRM Group, Jasper  
CAC Group, Birmingham  
Crawford Skinner Agency, Springville  
Fountain, Parker, Harbarger & Associates, Huntsville  
Harmon Dennis Bradshaw, Montgomery  
Starke Agency, Montgomery  
Thames Batré Insurance, Mobile  
Valent Group, Birmingham

### ARIZONA

INSURICA Southwest Insurance Services, Phoenix  
Strong Tower Insurance Group, Gilbert  
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  
CallNonprofits Insurance Services, Capitola  
Cavignac, San Diego  
C3 Risk & Insurance Services, San Diego  
DiBudio & DeFendis Insurance Brokers, Fresno  
Morris & Garritano, 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, Murrieta  
Woodruff-Sawyer & Co., San Francisco

### COLORADO

CCIG, Englewood  
Colorado Insurors Service, Englewood  
CRS Insurance Brokerage, Denver  
Moody Insurance Agency, Denver  
Surescape Insurance Services, Littleton

### CONNECTICUT

Smith Brothers Insurance, Glastonbury

### DELAWARE

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

### DISTRICT OF COLUMBIA

Clements Worldwide, Washington  
HWP Insurance, Washington

### FLORIDA

Atlas Insurance Agency, Sarasota  
Corkhill Insurance Agency, Orlando  
Cothrom Risk & Insurance Services, Fort Lauderdale  
Fudge Insurance, Winter Park  
Gulfshore Insurance, an Acisure Agency Partner, Naples  
LRA Insurance, Orlando  
NSI Insurance Group, Miami Lakes  
Roffs 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  
Galls Stewart Insurance, Brunswick  
Gillman Insurance Problem Solvers, Alpharetta  
Legacy Risk Solutions, Gainesville  
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  
Dansig, 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  
LHD Benefit Advisors, Indianapolis  
MJ Insurance, Carmel  
Ovation Insurance, Fort Wayne  
Watzel Insurance Agency, North Manchester

### IOWA

Central Insura, 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, Hesston  
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  
Sterling Thompson Company, Louisville

### LOUISIANA

Eagan Insurance Agency, Metairie  
Ensure Agency, Ruston  
Hartwig Moss Insurance Agency, New Orleans  
Paulin Insurance Associates, Metairie

### MAINE

Wheeters Insurance, South Paris

### MARYLAND

Consolidated Insurance + Risk Management, Owings Mills  
Joseph W. McCartin Insurance, Beltsville  
Murry Donnelly & Parr, Baltimore

### MASSACHUSETTS

Deland, Gibson Insurance Associates, Wellesley Hills  
FBInsure, 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

### MINNESOTA

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

### MISSISSIPPI

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

### MISSOURI

Ollis/Akers/Arney, Springfield

### MONTANA

First West, Bozeman  
Seitz Insurance Agency, Sidney

### NEBRASKA

Ryder Rosacker McCue & Huston, Grand Island  
UNICO Group, Lincoln

### NEVADA

Oragin & Pike, Las Vegas  
LP Insurance Services, Reno

### NEW HAMPSHIRE

The Rowley Agency, Concord

### NEW JERSEY

Bogle Agency Insurance, Lyndhurst  
Rue Insurance, Hamilton Township  
Nottingham Insurance, Hamilton Square  
Ottersted 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, Kernan & Gilroy, New Hartford  
Keats Insurance Agencies, Mineola  
Levitt - Furst Insurance and Bonding, Tarrytown  
Mackoul Risk Solutions, Island Park  
MetzWood Insurance, Chatham  
Mike Preis, Callicoon  
Mirabito-Gresham Insurance & Bonds Agency, Vestal  
Seely & Durland, Warwick  
Stahka Agency, Williamsville  
Tompkins Insurance, Batavia

### 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  
Lipstone Insurance Group, Cary  
Main Street Insurance Group, Forest City  
Mountcastle Insurance, Lexington  
O'Connor Insurance Associates, Charlotte  
Triangle Risk Advisors, Louisburg  
Twin City Insurance Agency, Newton  
Wade Associates, Davidson  
Wells Insurance, Wilmington

### NORTH DAKOTA

Bell Insurance Services, Fargo

### OHIO

Carroll Insurance & Risk Management Group, Toledo  
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 & Associates, North Canton  
Wilks Insurance Agency, Hamilton

### OKLAHOMA

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

### OREGON

MVW Insurance, Portland  
RiskPoint Insurance Agency, Weatherford  
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, Pittsburgh  
Keller-Brown Insurance Services, Shrewsbury  
Parry Insurance, Langhorne  
Paul Sprowls Agency, Uniontown  
Seubert, Pittsburgh  
The Hartman Group, Williamsport

### RHODE ISLAND

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

### SOUTH CAROLINA

CSP Insurance Services, Florence  
Irmo Insurance Agency, Irmo  
Peoples Underwriters, Conway  
South Carolina Insurance Brokers, Greenville  
The Cason Group, Columbia

### SOUTH DAKOTA

Bridgemark Insurance Solutions, Mobridge

### TENNESSEE

Athens Insurance Agency, Athens  
BFS Insurance Group, Clarksville  
Builtwell Insurance Agency, Jasper  
Collier Insurance, Memphis  
Commercial Insurance Associates, Brentwood  
FSB Insurance, Brentwood  
Full-Line Insurance Agency, Loudon  
Insurance Group of America, Franklin  
Insurefit RM, Knoxville  
Martin & Zerfoss, Nashville  
McDaniel-Whitley, Memphis  
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  
Galveston Insurance Associates, Galveston  
Higginbotham Insurance Agency, Fort Worth  
Insurors 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  
The Ballard Agency, Kirkland  
WAFD Insurance Group, Mount Vernon  
**WEST VIRGINIA**  
G. J. Garton Insurance Agency, Weston  
Mountain State Insurance Agency, Charleston  
Thornburg Insurance Agency, Huntington  
United Security Agency, Bridgeport  
**WISCONSIN**  
Alongi Santas Moss Insurance Agency, Beloit  
M3 Insurance, Madison  
R&R Insurance Services, Waukesha  
The Starr Group, Greenfield

Special thanks to our Sponsors for their commitment to the Best Practices initiative:



**BIG 11<sup>th</sup> BEST PRACTICES AGENCY**  
CONGRATULATIONS TO OUR 2023 TOP PERFORMERS:

- <\$1.25M: Crossroads Insurance
- \$1.25-2.5M: Builtwell Insurance Agency
- \$2.5-5M: Cothrom Risk & Insurance Services
- \$5-10M: Turner & Associates Insurance
- \$10-25M: First Citizens Insurance Services
- >\$25M: Swingle Collins & Associates