



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

# THE 2011 BEST PRACTICES AGENCIES

## Alabama

Crawford Skinner Agency, Springville  
Fountain, Parker, Harbarger & Associates, Huntsville  
McGriff, Seibels & Williams, Inc., Birmingham  
Peck-Glasgow Agency, Hartselle  
Starke Agency, Inc., Montgomery  
Thames Batre, Mobile  
Thompson Insurance, Inc., Montgomery

## Arkansas

First Western Insurance, Booneville  
Hoffman-Henry Insurance Corporation, Little Rock

## California

Barney & Barney, LLC, San Diego  
BH Gold Insurance Agency, Inc., San Diego  
Bolton & Company, Pasadena  
Cavignac & Associates, San Diego  
DiBudo & DeFendis Insurance Brokers, LLC, Fresno  
Jaffe Insurance Agency, Marina Del Ray  
John O. Bronson Co., Inc., Sacramento  
McDermott-Costa Company, Inc., San Leandro  
Navion Insurance Associates, Inc., Anaheim Hills  
R. C. Fischer, Walnut Creek  
Rancho Mesa Insurance Services, Inc., Santee  
Stratton Agency, San Carlos  
Suhr Risk Services of California, San Jose  
Tegner-Miller Insurance Brokers, Santa Monica  
Woodruff-Sawyer & Co., San Francisco

## Colorado

All Colorado Insurance Service, Denver  
Colorado Insurers Service, Inc., Englewood  
Peliton Insurance and Benefits, Denver  
Rifkin Insurance Associates, Inc., Greenwood Village

## Connecticut

AAA Allied Insurance Services, Inc., West Hartford  
Sinclair Insurance Group, Inc., Wallingford

## District of Columbia

Clements International, Washington  
Howard W. Phillips & Co., Washington

## Delaware

Wilgus Associates, Inc., Bethany Beach

## Florida

AAA Insurance Agency, Tampa  
Harden & Associates, Inc., Jacksonville  
Moody Agency, Venice  
ThompsonBaker Agency, Inc., St. Augustine

## Georgia

Holman and Company, Alpharetta  
Little & Smith, Inc., Marietta  
Prime Financial Services, Inc., Fayetteville  
Siegel Insurance, Inc., Atlanta

## Hawaii

Business Insurance Services, Inc., Honolulu

## Iowa

LaMair-Mulock-Condon Co., West Des Moines

## Illinois

Assurance Agency, Ltd., Schaumburg  
Brennan & Stuart, Inc., LaSalle  
R.W. Troxell & Company, Springfield  
Tave Risk Management, Northbrook  
The Plexus Groupe LLC, Deer Park

## Indiana

Gibson Insurance Agency, Inc., South Bend  
Hupe Insurance Service, Ft. Wayne  
MJ Insurance, Inc., Indianapolis  
W. M. Regnier & Co., Inc., Highland

## Kansas

AI Shank Insurance Inc., Liberal  
Bridges Group, Inc., Norton  
Frewen Insurance Agency Inc, St. Francis  
SBS Insurance Agency, Seneca  
The Reilly Company, Leavenworth

## Kentucky

Higgins Insurance & Benefits, Hopkinsville  
Neace Lukens Insurance, Louisville  
Sterling G. Thompson Co., Louisville  
Van Meter Insurance, Bowling Green  
Wooten Insurance, Scottsville

## Louisiana

Eagan Insurance Agency, Inc., Metairie  
Eustis Insurance, Inc., New Orleans  
Gillis, Ellis & Baker, Inc., New Orleans  
Hartwig Moss Insurance Agency, New Orleans

## Massachusetts

Baldwin/Welsh & Parker Insurance Agencies, Wayland  
H.W. Lapointe Jr. Insurance Agency, Fall River  
Kaplansky Insurance, Brookline  
L.V. Toole Insurance, Inc., Lee  
Mid-State Insurance Agency, Worcester  
Rua-Dumont-Audet Insurance Agency, Inc., Fall River  
Tetrault Insurance Agency, New Bedford  
The Protector Group Insurance Agency, Worcester

## Maryland

Atlantic/Smith, Cropper & Deeley, Willards  
Consolidated Insurance Center, Inc., Owings Mills  
Riggs Counselman Michaels & Downes Inc, Baltimore

## Maine

Cheney Insurance Agency, Damariscotta  
Clark Insurance, Portland  
GHM Insurance Agency, Waterville  
TD Insurance, Inc., South Portland

## Michigan

Berends Hendricks Stuit Ins. Agency, Grandville  
Global Marine Insurance Agency, Traverse City  
Guy Hurley Blaser & Heuer LLC, Troy  
Hershey Insurance Group, Troy  
The Regency Insurance Group, East Lansing  
VAST, Marquette

## Minnesota

Christensen Group, Inc., Minneapolis  
Mahowald Insurance Agency, St. Cloud  
Stearns Insurance Services, St. Cloud  
Wings Insurance, Eden Prairie

## Missouri

AHM Financial Group, LLC, St. Louis  
BancorpSouth Insurance Services, Inc., Springfield  
Ollis and Company, Springfield  
The Insurancenter, Joplin

## Mississippi

Ross & Yerger Insurance, Inc., Jackson  
SouthGroup Insurance, Ridgeland  
Treutel Insurance Agency, Inc., Bay St. Louis  
Wellington Associates, Inc., Jackson

## Montana

Hobson Insurance, Hobson  
Payne Financial Group, Inc., Missoula

## North Carolina

Edwards, Church & Muse, Inc., Charlotte  
Harold W. Wells and Son, Inc., Wilmington  
O'Connor Insurance Associates, Charlotte  
Twin City Insurance Agency Inc., Newton  
Watson Insurance Agency, Inc., Gastonia

## North Dakota

Mostad Insurance Services, Langdon

## Nebraska

Barney Insurance, Inc., Kearney  
Ryder Rosacker McCue & Huston, Grand Island  
UNICO Group Inc., Lincoln

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### 2011 BEST PRACTICES STUDY SPONSORS

Each year since 1993, IIABA and Reagan Consulting have studied the leading agencies and brokers in the country. We salute these firms for their participation in this year's study and congratulate them for their outstanding performance.

## New Hampshire

Clark-Mortenson Agency, Keene

## New Jersey

Allen & Stults Co., Inc., Hightstown  
Bogle Agency Insurance, Lyndhurst  
Bollinger Inc., Short Hills  
David G. Sayles Insurance Services, Glen Rock  
Nottingham Agency, Inc., Hamilton Square  
Owens Group, Englewood Cliffs  
Scirocco Financial Group, Inc., Hasbrouck Heights  
Thomas H. Heist Insurance Agency, Ocean City  
Tri-County Agency of Brick, Inc., Brick  
Van Dyk Group, Beach Haven

## New Mexico

Burke Insurance Group, LLC, Las Cruces

## Nevada

Cragin & Pike, Inc., Las Vegas

## New York

Antalek & Moore Insurance Agency, Beacon  
Austin & Co., Inc., Albany  
Capital Bauer Insurance Agency Inc, Albany  
Curran Cooney Penny Agency, Roslyn Heights  
First Niagara Risk Management, Inc., Rochester  
Gilroy, Kernan, & Gilroy, Inc., New Hartford  
Jankowski Agency, Inc., Broadalbin  
M&T Insurance Agency, Inc., Buffalo  
Merriam Insurance Agency, Schenectady  
MGM Associates, Penfield  
Northern Insuring Agency, Inc., Plattsburgh  
Perry & Carroll, Inc., Elmira  
SKCG Group, Inc., White Plains  
Spain Agency, Inc., Mahopac  
Thousand Islands Agency, Clayton  
York International Agency, LLC, Yonkers

## Ohio

Althans Insurance, Chagrin Falls  
Andres O'Neil & Lowe Agency, Inc., Bryan  
Barengo Ins. Agency, a div of Peoples Ins. Agency, Marietta  
CAI Insurance Agency, Inc., Cincinnati  
Carroll Insurance Group, LLC, Maumee  
James B. Oswald Company, Cleveland  
Leugers Insurance, Maria Stein  
Schiff, Kridler-Shell, Inc., Cincinnati  
Wilks Insurance Agency, Inc., Hamilton

## Oklahoma

CFR, Inc., Tulsa  
Ed Berrong Insurance Agency, Weatherford  
Oklahoma Business Insurers Agency, Oklahoma City  
Professional Insurers Agency, LLC, Oklahoma City

## Oregon

Abel Insurance Agency, Coos Bay  
The Partners Group, LTD, Portland

## Pennsylvania

Gunn-Mowery, LLC, Camp Hill  
Nextier Insurance Services, LLC, Butler  
William B. Parry & Son, LTD, Langhorne

## Rhode Island

Loiselle Insurance Agency, Pawtucket  
Raymond Insurance Agency, Coventry

## South Carolina

Anderson Insurance Associates, LLC, Charleston  
Rosenfeld Einstein, Greenville  
The Bynum Company, Inc., Sumter

## South Dakota

Fischer, Rounds & Associates, Inc., Pierre

## Tennessee

The Crichton Group, Nashville  
Collier Insurance, Memphis  
Lipscomb & Pitts Insurance, LLC, Memphis  
Regions Insurance Group, Memphis  
The Johnson Agency, LLC, Madisonville  
TIS Insurance Services, Inc., Knoxville

## Texas

Barnard Insurance Agency LLP, Wichita Falls  
Bigham Kliever Chapman & Watts, Killeen  
Brady, Chapman, Holland & Assoc., Houston  
Century Insurance Agency, Inc., Denton  
Duncan, Fraser & Bridges Insurance Agency, Inc., Pampa  
Edmond, Deaton & Stephens Insurance Agency, Inc., Amarillo  
Focus Insurance & Financial Services, Houston  
GEM Insurance Agencies, LP, Houston  
Hibbs-Hallmark & Company, Tyler  
McQueary Henry Bowles Troy, L.L.P., Dallas  
Pathfinder/LL&D Insurance Group, LLC, Houston  
Pierson & Fendley Insurance Agency, LLC, Paris  
Roach, Howard, Smith & Barton, Inc., Dallas  
Swingle, Collins & Associates, Dallas  
Texas Associates Insurors, Austin  
Threlkeld & Company Insurance, Tyler  
Weatherby-Eisenrich Insurance Agency, Andrews  
William Gammon Insurance, Austin

## Utah

Breitweiser Insurance Services, Ogden  
Fred A Moreton & Company, Salt Lake City  
Western States Insurance Agency, Spanish Fork

## Virginia

Armfield, Harrison & Thomas, Leesburg  
DeJarnette Insurance Agency, Inc., Brookneal  
Engle Paxson & Hawthorne Insurance Services, Leesburg  
Scott Insurance, Lynchburg  
Short Insurance Associates, Ltd., Charlottesville  
S.L. Nusbaum Insurance Agency Inc., Norfolk  
Towne Insurance Agency, LLC, Chesapeake  
Trustpoint Insurance, Bristol  
Welch, Graham & Ogden Insurance, Inc., Manassas

## Vermont

Kinney Pike Insurance, Rutland

## Washington

AAA Insurance Agency, Bellevue  
Parker, Smith & Feek, Bellevue

## Wisconsin

Johnson Insurance Services, Racine  
M3, Madison  
R&R Insurance Services, Inc., Waukesha  
The Starr Group, Greenfield

## West Virginia

Mountain State Insurance Agency, Inc., Charleston

## Wyoming

North Wyoming Insurance, Inc., Buffalo

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