

# LIFE/HEALTH INSURANCE AGENCIES AND BROKERAGES

Ranked by number of local full-time employees as of March 1, 2010

Rank (last year)	Company Address Web site	Telephone Fax	Local full-time employees: •2010 •2009 •% change (loss)	Percentage of premium volume: •Life •Health/ accident •Annuities	Specialty services	•Parent company •Headquarters	•Local executive(s) •Title(s)	Year established locally
<b>1</b> (1)	<b>Barney &amp; Barney LLC</b> 9171 Towne Centre Drive, #500, San Diego 92122 www.barneyandbarney.com	858-457-3414 858-909-9729	101 80 26	1 99 0	Group and individual health, dental, vision, life, disability, retirement and personal planning	Barney & Barney LLC San Diego	Paul Hering managing partner	1909
<b>2</b> (NR)	<b>CBIZ Benefits and Insurance Services Inc.</b> 10616 Scripps Summit Court, #250, San Diego 92131 www.cbiz.com	858-795-2000 858-795-7460	68 73 (7)	60 40 0	Consolidated billing and COBRA administration, compliance audits, human resource solutions	CBIZ Inc. Cleveland	Douglas J. Gwilliam president	1976
<b>3</b> (2)	<b>Intercare Insurance Solutions Inc.</b> 5375 Mira Sorrento Place, #550, San Diego 92121 www.intercaresolutions.com	858-373-6900 858-373-6897	51 44 16	2 95 3	Design, implementation and monitoring of employee benefit plans, retirement plans, workers' compensation and property liability programs	Intercare Insurance Solutions Inc. San Diego	Michael Barone president, CEO	2003
<b>4</b> (4)	<b>Alliant Insurance Services Inc.</b> 701 B St., sixth floor, San Diego 92101 www.alliantinsurance.com	619-238-1828 619-699-2100	32 23 39	na na na	Public entity, energy, marine, health care, tribal nations, law firms, construction, biotech	Alliant Holdings I LLC Newport Beach	Mark Conway managing director, employee benefits	1925
<b>5</b> (3)	<b>Mercer</b> 4445 Eastgate Mall, #300, San Diego 92121 www.mercer.com	858-552-4290 858-552-3899	25 25 0	na na na	Benefit strategy, financial analysis, renewal analysis, pension and compensation consulting	Marsh & McLennan Cos. New York	Brian Cote principal	1967
<b>6</b> (9)	<b>Dunhill Marketing &amp; Insurance Services Inc.</b> 2341 Fifth Ave., San Diego 92101 www.dunhillinsurance.com	619-578-7800 619-579-7819	22 21 5	35 0 65	Life insurance, annuities, estate planning, long-term care, disability and impaired risk life insurance	Dunhill Marketing & Insurance Services Inc. San Diego	Tony Steigerwald president	1992
<b>7</b> (7)	<b>Lockton Benefits</b> 4275 Executive Square, #600, La Jolla 92037 www.lockton.com	858-587-3100 858-939-3100	22 18 22	3 97 0	Population health and plan management, alternative finance, compliance, communications and actuarial	Lockton Cos. Kansas City, Mo.	Lissa Thomson senior vice president, chief consultant	2002
<b>8</b> (6)	<b>BB&amp;T - John Burnham Insurance Services</b> 750 B St., #2400, San Diego 92101 www.insurance.bbt.com	619-231-1010 619-236-9134	21 20 5	5 94 1	Design and implementation of employer sponsored benefit programs, funding strategies, wellness programs and retirement benefits	Branch Banking and Trust Co. Charlotte, N.C.	Jim Bayne area president	1891
<b>9</b> (8)	<b>ISN Network</b> 1525 Faraday Ave., #140, Carlsbad 92008 www.teamisn.com	800-338-1892 760-930-9495	16 17 (6)	70 5 25	Back-office support	ISN Network Carlsbad	Jeffrey Berson president	1985
<b>10</b> (10)	<b>Willis Insurance Services of California Inc.</b> 4250 Executive Square, #200, La Jolla 92037 www.willis.com	858-678-2000 858-678-2100	16 16 0	10 90 0	All types of professional group health and welfare products	Willis Group New York	Jack Yelverton managing partner	1965
<b>11</b> (11)	<b>Marrs Maddocks &amp; Associates Insurance Services</b> 1903 Wright Place, Carlsbad 92008 www.mmains.com	760-804-0402 760-804-0942	15 14 7	10 90 0	Employee benefits and related products and services	Marrs Maddocks & Associates Insurance Services Carlsbad	Richard Marrs Neal J. Stehly CEO VP, benefits division	1991
<b>12</b> (12)	<b>FAS-EBA Insurance Services</b> 2262 Carmel Valley Road, Del Mar 92014 www.fas-eba.com	858-792-1400 858-792-7985	13 12 8	10 79 11	Design, implementation and monitoring of employee benefit plans, 401(k), medical, dental, life, long-term care and executive plans	FAS-EBA Insurance Services San Diego	Thomas Freimuth president	1987
<b>13</b> (13)	<b>Teague Financial Insurance Services Inc.</b> 4700 Spring St., La Mesa 91942 www.teaguefs.com	619-668-5200 619-668-4715	11 12 (8)	15 75 10	Employee benefits, medical, dental, long-term care, life and disability insurance, benefit analysis, Medicare supplements	Teague Financial Insurance Services Inc. La Mesa	Jean Strouf president	1986
<b>14</b> (16)	<b>William J. King &amp; Associates</b> 5120 Avenida Encinas, #100, Carlsbad 92008 www.kingbenefits.com	760-438-8850 760-438-9055	10 9 11	na na na	Employee benefits	William J. King & Associates San Diego	William King CEO	1972
<b>15</b> (14)	<b>ELT Insurance Services</b> 16835 W. Bernardo Drive, #212, San Diego 92127 www.eltinsurance.com	858-304-3000 858-753-0091	10 8 25	15 80 5	Health, dental, life, long-term care, disability, 401(k)	ELT Insurance Services San Diego	Ed B. Lee president	2006
<b>16</b> (NR)	<b>Hub International of California Insurance Services Inc.</b> 1331 Morena Blvd., #300, San Diego 92110 www.hubinternational.com	619-275-6191 619-275-6530	9 7 29	2 95 3	Group and individual health, dental, vision, life, disability, retirement and personal planning with specialization in large self-funded plans	Hub International Ltd. Chicago	Barry K. Moore executive vice president	1975
<b>17</b> (NR)	<b>Nico Insurance Services Inc.</b> 7290 Navajo Road, #101, San Diego 92119 www.nicoins.com	619-667-2111 619-667-2100	8 8 0	na na na	Employee benefit plans, broker consultants, flexible benefits and COBRA administration	Nico Insurance Inc. San Diego	Steven P. Nico president	1979
<b>18</b> (17)	<b>WSP Corporate Benefits &amp; Insurance Services Inc.</b> 5650 El Camino Real, #207, Carlsbad 92008 www.wspinsurance.net	760-931-0550 760-931-0551	8 8 0	10 90 0	Group medical, dental, life and disability, vision, short-term and long-term disability, section 125 plans	WSP Corporate Benefits & Insurance Services Inc. Carlsbad	Scott Pieratt president, CEO	2005
<b>19</b> (18)	<b>Morrison Insurance Services Inc.</b> 7220 Avenida Encinas, #208, Carlsbad 92011 www.misbenefits.com	760-438-9311 760-438-9355	7 6 17	12 88 0	Health insurance and employee benefits	James M. Morrison Insurance Services Inc. Carlsbad	Jim Morrison president	2002
<b>20</b> (NR)	<b>Wells Fargo Insurance Services USA Inc.</b> 5901 Priestly Drive, #306, Carlsbad 92008 www.cybersure.com	760-931-3500 760-476-1939	7 5 40	10 90 0	Employee benefits, consulting and brokerage services, special risk programs, 401(k) and pensions	Wells Fargo Inc. Greater Bay Bank Corp. San Francisco	Andrew Skillen Mark Coulombe senior vice president vice president	2002
<b>21</b> (19)	<b>California Corporate Benefits Insurance Services</b> 16955 Via del Campo, #100, San Diego 92127 www.cabenefits.com	858-753-4102 858-487-2913	6 5 20	2 80 18	Personalized benefits communications, retirement gap letters, technology services, securities, fiduciary and compliance services	California Corporate Benefits Insurance Services San Diego	Robert Recchia president	1986
<b>22</b> (20)	<b>Cavignac &amp; Associates</b> 450 B St., San Diego 92101 www.cavignac.com	619-234-6848 619-234-8601	4 4 0	2 98 0	Risk-reduction services	Cavignac & Associates San Diego	Jeffrey Cavignac president	1992
<b>23</b> (21)	<b>SFG Benefits Insurance Services Inc.</b> 4275 Executive Square, #400, La Jolla 92037 www.sfgbenefits.org	858-202-2376 858-558-5903	4 3 33	1 99 0	Retirement planning, 401(k)	SFG Benefits Insurance Services Inc. San Diego	Marlene Miller executive sales director	1999
<b>24</b> (NR)	<b>Blue Summit Financial Group</b> 9001 Grossmont Blvd., #718, San Diego 91941 www.bluesummitinvest.com	619-698-4330 619-698-0430	2 2 0	na na na	Socially responsible investing	Blue Summit Financial Group San Diego	Shane Johnston Judith L. Seid financial advisers	1994
<b>25</b> (22)	<b>Maguire Health Insurance Services</b> 3255 Moccasin Ave., San Diego 92117 www.maguireinsuranceservices.com	858-273-4440 858-273-8111	2 2 0	na na na	Senior, individual and group health, dental and term life insurance	Maguire Health Insurance Services San Diego	Arlene Maguire partner	1993
<b>26</b> (23)	<b>Vanorsdale Insurance Services</b> 4909 Murphy Canyon Road, #510, San Diego 92123 www.vanorsdale.com	858-541-2900 858-541-2900	2 2 0	na na na	Full-service insurance agency	Vanorsdale Insurance Services San Diego	Douglas Galloway president	1963

In case of a tie, agencies are ranked by number of 2009 local full-time employees, then alphabetically.

na Not available

(NR) Not ranked

Notes: G.S. Levine Insurance Services, No. 5 on last year's list, did not return a survey. Murria & Frick Insurance Agency Inc., No. 15 on last

year's list, declined to participate.

Sources: The agencies and Employment Development Department filings.

It is not the intent of this list to endorse the participants nor to imply an agency's size or numerical rank indicates its quality.