

LIFE/HEALTH INSURANCE AGENCIES AND BROKERAGES

Ranked by number of local full-time employees as of Jan. 1, 2011

Rank <i>(last year)</i>	Company Address Web site	Telephone Fax	Local full-time employees: •2011 •2010 •% change (loss)	Companywide: •Employees •Offices	Percentage of premium volume: •Life •Health/accident •Annuities	Specialty services	•Parent company •Headquarters	•Local executive •Title(s)	Year established locally
1 (1)	Barney & Barney LLC 9171 Towne Centre Drive, #500, San Diego 92122 www.barneyandbarney.com	858-457-3414 858-909-9729	140 101 39	400 3	1 99 0	Group, individual health, dental, vision, life, disability, retirement, personal planning	Barney & Barney LLC San Diego	Paul Hering managing partner	1909
2 (2)	CBIZ Benefits and Insurance Services Inc. 10616 Scripps Summit Court, #250, San Diego 92131 www.cbiz.com	858-795-2000 858-795-7460	73 68 7	5,300 150	15 85 0	Consolidated billing, COBRA administration, compliance audit, human resource solutions	CBIZ Inc. Cleveland	Douglas J. Gwilliam president	1976
3 (3)	Intercare Insurance Solutions Inc. 5375 Mira Sorrento Place, #550, San Diego 92121 www.intercaresolutions.com	858-373-6900 858-373-6897	52 51 2	57 2	2 95 3	Employee benefit plans, retirement plans, workers' compensation, property liability programs	Intercare Insurance Solutions Inc. San Diego	Michael Barone president, CEO	2003
4 (8)	BB&T - John Burnham Insurance Services 750 B St., #2400, San Diego 92101 www.insurance.bbt.com	619-231-1010 619-236-9134	33 21 57	wnd wnd	4 95 1	Employer sponsored benefit programs, funding strategies, wellness programs, retirement benefits	Branch Banking and Trust Co. Charlotte, N.C.	Jim Bayne area president	1891
5 (4)	Alliant Insurance Services Inc. 701 B St., sixth floor, San Diego 92101 www.alliantinsurance.com	619-238-1828 619-699-2100	31 32 (3)	1,445 61	wnd wnd wnd	Public entity, energy, marine, health care, tribal nations, law firms, construction, biotech	Alliant Insurance Services Inc. Newport Beach	Mark Conway senior executive vice president, managing director	1925
6 (7)	Lockton Benefit Group 4275 Executive Square, #600, La Jolla 92037 www.lockton.com	858-587-3100 858-939-3100	26 22 18	3,880 53	2 98 0	Benefit administration, alternative finance, actuarial, compliance, health risk management, communications, 401(k), retirement, savings plans	Lockton Cos. Kansas City, Mo.	Sallie Giblin senior vice president	2002
7 (5)	Mercer 4445 Eastgate Mall, #300, San Diego 92121 www.mercer.com	858-552-4290 858-552-3899	25 25 0	18,000 180	wnd wnd wnd	Benefit strategy, financial analysis, renewal analysis, pension, compensation consulting	Marsh & McLennan Cos. New York	Brian Cote principal	1967
8 (NR)	Pacific Southwest Financial 4275 Executive Square, #900, La Jolla 92037 na	858-546-8686 858-546-3978	17 14 21	41 4	89 10 1	Life, disability, long-term care, annuities, securities, wealth management, financial planning, estate planning	Pacific Southwest Financial La Jolla	David J. Linaugh president	1997
9 (6)	Dunhill Marketing & Insurance Services Inc. 2341 Fifth Ave., San Diego 92101 www.dunhillinsurance.com	619-578-7800 619-579-7819	15 22 (32)	15 1	50 0 50	Life insurance, annuities, estate planning, long-term care, disability, impaired risk life insurance	Dunhill Marketing & Insurance Services Inc. San Diego	Tony Steigerwald president	1992
10 (9)	ISN Network 1525 Faraday Ave., #140, Carlsbad 92008 www.teamisn.com	800-338-1892 760-930-9495	15 16 (6)	wnd wnd	35 0 65	Back-office support	ISN Network Carlsbad	Jeffrey Berson president	1985
11 (11)	Marrs Maddocks & Associates Insurance Services 1903 Wright Place, Carlsbad 92008 www.mmains.com	760-804-0402 760-804-0942	15 15 0	38 1	15 85 0	Employee benefits, related products, services	Marrs Maddocks & Associates Insurance Services Carlsbad	Richard William Marrs CEO	1991
12 (12)	FAS-EBA Insurance Services 2262 Carmel Valley Road, Del Mar 92014 www.fas-eba.com	858-792-1400 858-792-7985	13 13 0	wnd wnd	10 78 12	Employee benefit plans, 401(k), medical, dental, life, long-term care, executive plans	FAS-EBA Insurance Services San Diego	Thomas Freismuth president	1987
13 (NR)	Discovery Benefit Solutions 8880 Rio San Diego Drive, #790, San Diego 92108 www.discoverybenefitsolutions.com	619-298-3712	12 10 20	12 1	5 95 0	Self-funded, fully insured medical, dental, vision, life, long-term disability, flexible savings accounts, human resource consulting, COBRA	Discovery Benefit Solutions San Diego	Brenda Fagan Johnson CEO, employee benefit specialist	2008
14 (13)	Teague Financial Insurance Services Inc. 4700 Spring St., fourth floor, La Mesa 91942 www.teaguefs.com	619-668-5200 619-469-9203	11 11 0	11 1	10 70 20	Employee benefits, individual plans for health, dental, vision, life, long-term care, retirement, annuities	Teague Financial Insurance Services Inc. La Mesa	April Hammett president	1986

In case of a tie, agencies are ranked by number of 2010 local full-time employees, then alphabetically.

na Not available

(NR) Not ranked

wnd Would not disclose

Notes: SFG Benefits Insurance Services Inc., No. 23 on last year's list, did not return a survey. Willis Insurance Services of California Inc., No. 10 on last year's list, declined to participate.

Source: The agencies.

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.

Researched by Stephanie R. Glidden and Daina Youself

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15 (15)	ELT Insurance Services 16835 W. Bernardo Drive, #212, San Diego 92127 www.eltinsurance.com	858-304-3000 858-753-0091	10 10 0	10 1	15 80 5	Health, dental, life, long-term care, disability, 401(k)	ELT Insurance Services Inc. San Diego	Edward B. Lee president	2006
16 (17)	Nico Insurance Services Inc. 7290 Navajo Road, #101, San Diego 92119 www.nicoins.com	619-667-2111 619-667-2100	8 8 0	wnd wnd	wnd wnd wnd	Employee benefit plans, broker consultants, benefits, COBRA	Nico Insurance Inc. San Diego	Steven P. Nico president	1979
17 (19)	Morrison Insurance Services Inc. 7220 Avenida Encinas, #208, Carlsbad 92011 www.misbenefits.com	760-438-9311 760-438-9355	8 7 14	8 1	15 85 0	Health insurance, employee benefits	James M. Morrison Insurance Services Inc. Carlsbad	Jim Morrison president	2002
18 (16)	Hub International Insurance Services Inc. 1331 Morena Blvd., #300, San Diego 92110 www.hubinternational.com	619-275-6191 619-275-6530	7 7 0	22 21	15 80 5	Group health, dental, vision, life, disability, retirement, self-funded health plans	Hub International Ltd. Chicago	John M. Schack executive vice president, chief sales officer	1975
19 (20)	Wells Fargo Insurance Services USA Inc. 5901 Priestly Drive, #306, Carlsbad 92008 na	760-931-3500 760-476-1939	7 7 0	9,600 200	4 96 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 senior vice president	2002
20 (18)	WSP Corporate Benefits & Insurance Services Inc. 5650 El Camino Real, #207, Carlsbad 92008 www.wspinsurance.net	760-931-0550 760-931-0551	7 7 0	7 1	5 95 0	Group medical, dental, life, disability, vision, short-term and long-term disability, section 125 plans	WSP Corporate Benefits & Insurance Services Inc. Carlsbad	Scott Pieratt president, CEO	2005
21 (21)	California Corporate Benefits Insurance Services 16955 Via del Campo, #100, San Diego 92127 www.cabenefits.com	858-753-4102 858-487-2913	7 6 17	7 1	2 78 20	Benefits communications, retirement gap letters, technology services, securities, fiduciary, compliance services	California Corporate Benefits Insurance Services San Diego	Robert Recchia president	1986
22 (14)	William J. King & Associates 5120 Avenida Encinas, #100, Carlsbad 92008 www.kingbenefits.com	760-438-8850 760-438-9055	6 10 (40)	7 1	wnd wnd wnd	Employee benefits	William J. King & Associates San Diego	William King CEO	1972
23 (22)	Cavnignac & Associates 450 B St., San Diego 92101 www.cavnignac.com	619-234-6848 619-234-8601	5 4 25	40 1	5 95 0	Risk-reduction services	Cavnignac & Associates San Diego	Jeffrey Cavnignac president	1992
24 (25)	Maguire Health Insurance Services 15230 Evenson Way, Ramona 92065 www.maguireinsuranceservices.com	760-788-4776 760-788-4802	4 4 0	4 1	1 98 1	Senior, individual, group health, dental, term life insurance	Maguire Health Insurance Services San Diego	Arlene Maguire partner	1993
25 (24)	Blue Summit Wealth Management 9001 Grossmont Blvd., #718, San Diego 91941 www.bluesummitwealth.com	619-698-4330 619-698-0430	2 2 0	5 1	wnd wnd wnd	Life insurance	Blue Summit Wealth Management San Diego	Judith L. Seid branch manager	1994
26 (26)	Vanorsdale Insurance Services 4909 Murphy Canyon Road, #510, San Diego 92123 www.vanorsdale.com	858-541-2900 858-541-2900	2 2 0	23 1	wnd wnd wnd	Full-service	Vanorsdale Insurance Services San Diego	Douglas Galloway president	1963

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