



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

## The 2007 Best Practices Agencies

Each year since 1993, IIABA and Reagan Consulting have studied the leading agencies and brokers in the country. To be selected for the study an agency must first be nominated, then submit detailed financial and operational information that is scored and ranked objectively. Only the top performing organizations in each of six revenue-sized categories qualify and are recognized as Best Practices Agencies. We congratulate these firms for their outstanding achievement!

### Alabama

Cobbs, Allen & Hall, Birmingham  
Crawford Skinner Agency, Springville  
McGriff, Seibels & Williams, Inc., Birmingham  
Mikos/Kampakis Insurance Services, Inc., Birmingham  
Peck-Glasgow Agency, Hartselle  
Thames Batre Mattei Beville & Ison, Mobile  
The Starke Agency, Inc., Montgomery  
Thompson Insurance, Inc., Montgomery

### Arizona

Lovitt & Touche', Inc., Tucson  
Minard-Ames Insurance Group, Phoenix

### Arkansas

Mark V. Williamson Co., Inc., Little Rock

### California

Barney and Barney, San Diego  
BH Gold Insurance Agency, Inc., San Diego  
Cavignac & Associates, San Diego  
McDermott-Costa Company, Inc., San Leandro  
Rancho Mesa Insurance Services, Inc., El Cajon  
Tegner-Miller Insurance Brokers, Santa Monica  
Tri County Insurance/Calabasas, Calabasas  
Woodruff, Sawyer & Company, San Francisco

### Colorado

All Colorado Insurance Service, Denver  
Colorado Insurors Service, Inc., Englewood  
Rifkin Insurance Associates, Greenwood Village  
Van Gilder Insurance Corp., Denver

### Connecticut

AAA Allied Group, Inc., West Hartford  
R. C. Knox and Company, Inc., Hartford  
Sinclair Insurance Group, Inc., Wallingford

### Delaware

Lyons Insurance Agency, Willington  
Wilgus Associates, Inc., Bethany Beach

### District of Columbia

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

### Florida

AAA Insurance Agency, Tampa  
Collinsworth, Alter, Lambert, Inc., Juniper  
Harden & Associates, Inc., Jacksonville  
J. Rolfe Davis Insurance Agency, Inc., Maitland  
Lanier Upshaw, Inc., Lakeland

Lassiter-Ware, Inc., Leesburg  
Lykes Insurance, Inc. dba Insurance Management Company, LLC, Fort Myers  
Plastridge Insurance Agency, Palm Beach Gardens  
Thomas E. Corkhill Ins. Agency, Orlando

### Georgia

Blount Burke Wimberly & Hendricks Insurors, Statesboro  
J. Smith Lanier, West Point  
Jim Anderson and Company, Lawrenceville  
Little & Smith, Inc., Marietta  
Prime Financial Services, Inc., Fayetteville  
Sherrill & Company, Savannah  
Siegel Insurance, Inc., Atlanta

### Hawaii

Business Insurance Services, Inc., Honolulu

### Illinois

McCarthy & Trinka, Inc., Oak Brook  
The Horton Group, Inc., Orland Park

### Indiana

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

### Iowa

A. W. Welt Amrisco Insurance, Iowa City  
Town & Country Insurance, Webster City

### Kansas

Al Shank Insurance Inc., Liberal  
Bridges Group, Inc., Norton  
Chas. G. Haake & Sons, Inc., dba Haake Companies, Overland Park  
Frewen Insurance Agency Inc, St. Francis  
IMA of Kansas, Inc., Wichita  
Insurance Center, Inc., El Dorado

### Kentucky

Higgins Insurance, Inc., Hopkinsville  
Sterling G. Thompson Co., Louisville  
Wooten Insurance, Scottsville

### Louisiana

Eustis Insurance, Inc., New Orleans  
Knox Insurance Group LLC, Lafayette

### Maine

Bragdon Insurance, Inc., York  
Cheney Insurance Agency, Damariscotta  
Clark Associates, Portland

### Maryland

Riggs, Counselman, Michaels & Downes, Inc., Baltimore

### Massachusetts

Baldwin / Welsh & Parker Insurance Agencies, Wayland  
Dan Hurley Insurance Agency, Danvers  
Dowling & O'Neil, Hyannis  
Eastern Insurance Group LLC, Natick  
Gaudette Insurance Agency, Inc., Whitinsville  
Goldman, Ernest & Limer Ins, Needham  
H.W. Lapointe Jr. Insurance Agency, Inc., Fall River  
Kaplansky Insurance, Brookline  
L.V. Toole Insurance, Incorporated, Lee  
MassOne Insurance Agency, Inc., Greenfield  
Mid-State Insurance Agency, Worcester  
Murphy Insurance Agency, Stow

### Michigan

Berends Hendricks Stuit Ins. Agency, Grandville  
Hetrick & Associates, Marquette  
The Regency Insurance Group, East Lansing

### Minnesota

Christensen Group, Inc., Minneapolis  
Wings Insurance, Eden Prairie

### Mississippi

Bryson & Company, Jackson  
Fox-Everett, Inc., Jackson  
Liberty Insurance Agency, Inc., Liberty  
Ross & Yerger Insurance Agency, Jackson  
The Bottrell Insurance Agency, Inc, Jackson  
Tretuel Insurance Agency, Inc., Bay St. Louis

### Missouri

Akers & Arney Insurance Associates, Branson  
Charles L. Crane Agency, Co., St. Louis  
The Insurancenter, Joplin

### Montana

Hobson Insurance, Hobson  
Payne Financial Group, Missoula

### Nebraska

Grace/Mayer Insurance Agency, Inc., Omaha  
Greco Insurance, Papillion

### Nevada

Aniello Insurance Agency, Las Vegas  
Cragin & Pike, Inc., Las Vegas

### New Hampshire

Lakeside Insurance, Windham

### New Jersey

Bogle Agency, Lyndhurst  
Bollinger Inc., Short Hills  
Nottingham Agency, Inc., Hamilton Square  
Scirocco Financial Group, Inc., Hasbrouck Heights  
The Chadler Group, Inc., Fairfield  
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

### New York

Austin & Co., Inc., Albany  
First Niagara Risk Management, Inc., Rochester  
Gilroy, Kernan, & Gilroy, Inc., New Hartford  
Marshall & Sterling Enterprises, Inc., Poughkeepsie  
MGM Associates, Penfield  
Perry & Carroll, Inc., Elmira  
SKCG Group, Inc., White Plains  
Spain Agency, Mahopac  
Thousand Islands Agency, Clayton  
York International Agency, LLC, Yonkers

### North Carolina

Edwards, Church & Muse, Inc., Charlotte  
Harold W. Wells and Son, Inc., Wilmington  
R. Stanford Webb Agency, Inc., Asheville  
Robinson and Stith Insurance, New Bern  
Senn Dunn, Greensboro  
Twin City Insurance Agency Inc., Newton  
Watson Insurance Agency, Inc., Gastonia

### North Dakota

Mostad Insurance Services, Langdon

### Ohio

Althans Insurance, Chagrin Falls  
Barengo Ins Agency, a div of Peoples Ins.

Agency, Marietta  
Brower Insurance Agency, LLC, Dayton  
Carroll Insurance, Inc., Maumee  
Dakin Insurance Agency, Lebanon  
Hylant Group, Inc., Toledo  
Leugers Insurance, Maria Stein  
Schiff, Kreidler-Shell, Cincinnati  
Smith-Feike-Minton, Inc., Wilmington

### Oklahoma

Ed Berrong Insurance Agency, Weatherford  
North American Group, Oklahoma City  
Professional Insurors Agency, LLC, Oklahoma City

### Oregon

The Partners Group, LTD, Portland

### Pennsylvania

Fisher Widmann & Flick, Johnstown  
Gunn-Mowery, LLC, Camp Hill  
Kattan-Ferretti Insurance, Latrobe  
Rossbacher Insurance Service, Inc., Corry  
William B. Parry & Son, LTD, Langhorne

### Rhode Island

Apple Valley Agency, Inc., Greenville  
Loiselle Insurance Agency, Pawtucket  
Raymond Insurance Agency, Coventry  
Schonning Insurance Agency, Westerly

### South Carolina

Anderson Insurance Associates, LLC, Charleston  
Capstone Insurance Services, LLC, Greenville  
CWS Insurance Agency, Inc., Spartanburg  
Keenan & Suggs, Inc., Columbia  
Peoples Underwriters, Inc., Conway  
Puckett Scheetz & Hogan, Myrtle Beach  
Taylor Agency, Charleston

### South Dakota

Fischer, Rounds & Associates, Inc., Pierre

### Tennessee

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

### Texas

Bigham Kliewer Chapman Watts Insurance Agency, Killeen  
Brady, Chapman, Holland & Assoc., Houston  
Bryan Insurance Agency, Graham  
Dean & Draper Insurance Agency, Houston  
GEM Insurance Agencies, LP, Houston  
Hibbs-Hallmark & Company, Tyler  
Insurance Alliance, Houston  
Lynn, Kiecke, Lackey Insurance Group, Bellville  
McQueary Henry Bowles Troy, L.L.P., Dallas  
Pierson & Fendley Insurance Agency, LLC, Paris  
Swingle, Collins & Associates, Dallas  
Trimble-Batjer Insurance Associates, L.L.P., San Angelo  
Weatherby-Eisenrich Insurance Agency, Andrews

### Utah

Breitweiser Insurance Services, Ogden  
Fred A. Moreton & Company, Salt Lake City  
The Buckner Company, Salt Lake City

### Vermont

Kinney Pike Insurance, Inc., Rutland

### Virginia

Armfield, Harrison & Thomas, Leesburg  
Ball Martin Insurance Agency, Inc., Richmond  
Scott Insurance, Lynchburg  
Short Insurance Associates, Ltd., Charlottesville  
Thomas Rutherford, Inc., Roanoke  
Towne Insurance Agency, Chesapeake  
Welch Graham Ogden Insurance, Inc., Manassas

### Washington

AAA Insurance Agency, Bellevue  
Bratrud Middleton, Inc., Tacoma

### Wisconsin

Fitzgerald Clayton James & Kasten, Inc., Mequon  
Marsh Agency, Rice Lake  
Mortenson, Matzelle & Meldrum, Inc., Madison  
The Starr Group, Greenfield

### Wyoming

Multi-Line Insurance Agency, Inc., Gillette

Special thanks to these companies for their commitment to the Best Practices initiative:



The Best Practices Study and Best Practices Gateway are joint projects of:



To order your copy of the 2007 Best Practices Study, call 1-800-221-7917 or visit the Best Practices Gateway at <http://bp.reaganconsulting.com> —your link to valuable tools for improving agency performance.