



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

The 2004 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 seven revenue-sized categories qualify and are recognized as Best Practices Agencies. We congratulate these firms for their outstanding achievement!

Alabama

Crawford Skinner Agency, Springville
Grimwood Insurance Agency, Inc., Huntsville
Thames Batre Mattei Beville & Ison, Mobile
Thompson Insurance, Inc., Montgomery

Arizona

Minard – Ames Insurance Group, Phoenix

Arkansas

Mark V. Williamson Co., Inc., Little Rock
Meadors & Adams, Inc., Little Rock
Ramsey, Krug, Farrell & Lensing, Little Rock

California

Barney and Barney, San Diego
Bolton & Company, Pasadena
Buckman-Mitchell Insurance, Visalia
John O. Bronson Co., Inc., Sacramento
Thoits Insurance Service, Inc., Mountain View
White & Company Insurance, Inc., Santa Monica
Woodruff, Sawyer & Company, San Francisco

Colorado

All Colorado Insurance Service, Denver
Cherry Creek Insurance Group, Greenwood Village
Rifkin Insurance Associates, Greenwood Village
Van Gilder Insurance Corp, Denver

Connecticut

AAA Hartford/Cincinnati/Kansas, Inc., West Hartford
Insurance & Financial Services, Inc., Stamford
Jones, Raphael & Oulundsen, Inc., New Britain
R.C. Knox and Company, Hartford

Delaware

Wilgus Associates, Inc., Bethany Beach
Williams Insurance Agency, Inc., Rehoboth Beach

Florida

Collinsworth, Alter, Lambert, Inc., Palm Beach Gardens
Earl Bacon Agency, Tallahassee
Gateway Insurance Agency, Fort Lauderdale
Harden & Associates, Inc., Jacksonville
J. Rolfe Davis Insurance Agency, LLC, Maitland
Lassiter-Ware, Inc., Leesburg
Thomas E. Corkhill Ins. Agency, Orlando

Georgia

BB&T/Huffines-Russell, Alpharetta
Cameron & Roberts Insurance, Lithonia
J. Smith Lanier, West Point
Jim Anderson and Company, Lawrenceville
Little & Smith, Inc., Marietta
Love, Douglas & Pope, Inc., Alpharetta
Palmer & Cay, Inc., Savannah
Prime Financial Services, Inc., Jonesboro

Hawaii

Business Insurance Services, Inc., Honolulu

Illinois

Farley Insurance Agency, Inc., Newton
J.L. Hubbard Insurance and Bonds Agency, Inc., Decatur
McCarthy & Trinkka, Inc., Oak Brook
The Horton Group, Orland Park
The Unland Companies, Pekin
Williams – Manny, Inc., Rockford

Indiana

Gibson Insurance Agency, Inc., South Bend
Heiny Insurance Agency, Inc., Monticello
Hupe Insurance Service, Ft. Wayne
M-J Insurance, Inc., Indianapolis
W.M. Regnier & Co., Inc., Highland

Iowa

A&J Petersburg Agency, Decorah
LaMair Mulock Condon Company, West Des Moines

Kansas

Al Shank Insurance, Inc., Liberal
Bridges Group LLP, Norton
Elliott Insurance Group, Louisburg
Fee Insurance Group, Hutchinson
Frewen Insurance Agency, Inc., St. Francis
Haake Companies, Overland Park
IMA of Kansas, Inc., Wichita

Kentucky

Blake, Hart, Taylor & Wiseman Insurance Agency,
Inc., Bowling Green
Higgins Insurance, Inc., Hopkinsville
Langan – Insurance, Benefits &
Financial Services, Louisville

Louisiana

Eustis Insurance, Inc., New Orleans
Knox Insurance Group LLC, Lafayette
Speed Insurance Agency, Inc. – Speed Financial, Hammond

Maine

Blackwell Insurance Agency, Corinth
Boothby & Bartlett, Co., Waterville
Clark Associates, Portland

Maryland

Avon-Dixon Insurance, Easton
Basil-Voges, Inc., Annapolis
ISG International, Inc., Cambridge
Joseph W. McCartin Insurance, Inc., College Park
Riggs, Counselman, Michaels & Downes, Inc., Baltimore
Rossman-Hurt-Hoffman, Inc., Ellicott City

Massachusetts

Baldwin/Welsh & Parker Insurance Agencies, Wayland
Gaudette Insurance Agency, Inc., Whitinsville
L.V. Toole Insurance, Incorporated, Lee
MassOne Insurance Agency, Inc., Greenfield
Murphy Insurance Agency, Bolton

Michigan

Berends Hendricks Stuit Ins. Agency, Grandville
Eilber Insurance Agency, Port Hope
Fawcett/Dopke Agency, Inc., Traverse City
The Regency Insurance Group, Okemos
Universal Insurance Services, Inc., Grand Rapids
Veenstra Insurance Agency, Farmington Hills

Minnesota

The Christensen Group-IRI, Minneapolis
M&M Insurance Agency of Mapleton, Inc., Mapleton

Mississippi

Hancock Insurance Agency, Inc., Bay St. Louis
Liberty Insurance Agency, Inc., Liberty
M&F Insurance Group, Inc., Kosciusko
Ross & Yerger Insurance Agency, Jackson
The Bottrell Insurance Agency, Inc., Jackson
Treutel Insurance Agency, Inc., Bay St. Louis

Missouri

Akers & Arney Insurance Associates, Branson
Ollis and Company, Springfield
The Insurancenter, Joplin
Willis Insurance Agency, Inc., Cassville

Montana

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

Nebraska

FirstLine Insurance Services, Omaha
Grace/Mayer Insurance Agency, Inc., Omaha
Greco Insurance, Papillion
Loring & Company, Omaha
Miller-Monroe-Farrell, Nebraska City
Ryder Rosacker McCue & Huston, Grand Island
The Harry A. Koch Co., Omaha
UNICO Group, Inc., Lincoln

Nevada

Aniello Insurance Agency, Las Vegas
Lucini/Parish Insurance, Reno

New Jersey

Allen & Stults Co., Inc., Highstown
The Bogle Agency, Inc., Lyndhurst
Bollinger Inc., Short Hills
Britton-Selg-Stanford Agency, Roselle Park
Nottingham Agency, Hamilton Square
Otterstedt Agency, Englewood Cliffs
Schenck Agency, Metuchen
The Chadler Group, Inc., Fairfield
Tri-County Agency of Brick, Inc., Brick
Van Dyk Group, Beach Haven

New Mexico

Burke Insurance Group, Inc., Las Cruces
Kinney Agency Inc., Albuquerque

New York

Antalek & Moore Insurance Agency LLC, Beacon
Austin & Co., Inc., Albany
Capital Bauer Ins Agency Inc., Albany
Marshall & Sterling Enterprises, Inc., Poughkeepsie
Perry & Carroll, Inc., Elmira
SKCG Group, Inc., White Plains
Spain Agency, Mahopac
The Treiber Group, LLC, Garden City

North Carolina

C.B. Taylor Insurance Agency, Inc., Clinton
Craft Insurance Group, Greensboro
Edwards, Church & Muse, Inc., Charlotte
Neely and Lisk Insurance Agency, Inc., Asheboro
Robinson and Stith Insurance, New Bern
Walker Robinson Clark, Statesville

North Dakota

AMERICAN INSURANCE, INC., Dickinson
Mostad Insurance Services, Langdon
Warner & Company, Fargo

Ohio

Carroll Insurance, Inc., Maumee
Hamler Fisher Insurance Agency, West Milton
Hylant Group, Inc., Toledo
The Brower Insurance Agency, Inc., Dayton

Oklahoma

Ed Berrong Insurance Agency, Weatherford
Medley/Turrentine & Associates, Oklahoma City
North American Group, Oklahoma City
Shore Insurance Agency, Inc., Poteau

Oregon

Elliott, Powell, Baden & Baker, Inc., Portland
Fullerton & Company, Portland
JBL&K Insurance, Inc., Portland
Madeira-Cooper & Co., Inc., Oregon City
The Partners Group, LTD, Portland

Pennsylvania

DGK Insurance, Factoryville
The Rigg Darlington Group, Exton

Rhode Island

Loiselle Insurance Agency, Pawtucket
Raymond Insurance Agency, Coventry

South Carolina

Anderson Insurance Associates, LLC, Charleston
CWS Insurance Agency, Inc., Spartanburg
Peoples Underwriters, Inc., Conway
Puckett Scheetz & Hogan Insurance Agency, Myrtle Beach
Rosenfeld Einstein, Greenville

Tennessee

Crichton Brandon Jackson & Ward, Inc., Nashville
Lipscomb & Pitts Insurance, LLC, Memphis
TIS Insurance Services, Inc., Knoxville

Texas

Bigham Kliever Chapman Watts Insurance Agency, Killeen
Bosworth & Associates, Tyler
Brady, Chapman, Holland & Assoc., Houston
GEM Insurance Agencies, LP, Houston
Robinson Alliance, Houston
Lynn, Kiecke, Lackey Insurance Group, Bellville
McQueary Henry Bowles Troy, LLP, Dallas
Pathfinder/LL&D Insurance Group, LLC, Houston
Texas Associates Insurance Agency, Inc., Austin
Trimble-Batjer Insurance Associates, LLP, San Angelo

Utah

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

Vermont

Kinney Pike Insurance, Inc., Rutland

Virginia

All American Insurers, Midlothian
Scott Insurance, Lynchburg
Thomas Rutherford, Inc., Roanoke
Welch, Graham & Ogden Insurance, Inc., Chantilly

Washington

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

Wisconsin

Abel Insurance & Associates, Ltd., Kaukauna
Baer Insurance Services, Madison
Burkart – Heisdorf Insurance, Sheboygan
Fitzgerald Clayton James & Kasten, Inc., Mequon
Marsh Agency, Rice Lake
Mortenson, Matzelle & Meldrum, Inc., Madison
Schwarz Insurance Agency, Inc., Prairie du Sac
The Starr Group, Greenfield

Wyoming

Barlow Agency, Inc., Gillette
Bob Elmer Insurance, Rock Springs
Multi-Line Insurance Agency, Inc., Gillette
North Wyoming Insurance, Inc., Buffalo

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