

LIFE/HEALTH INSURANCE SERVICES

Ranked by 2018 Life/Health Revenue

Rank	Company Address Website Phone	Life/Health revenue (millions): 2018	# of local employees 2019 2018 % + (-)	# of companywide: Employees Offices	% of premium volume			Specialty services	Top local executive Headquarters Year est. locally
					Life insurance	Health/accident	Annuities		
1 (1)	Marsh & McLennan Agency LLC 9171 Towne Centre Drive, Suite 500, San Diego 92122 www.mma-west.com 800-321-4696	\$43	160 165 (3)	5,754 150	20	70	10	Employee benefits, retirement services, compensation consulting, compliance, actuarial	Chris Williams San Diego 1909
2 (2)	HUB International Insurance Services Inc. 9855 Scranton Road, Suite 100, San Diego 92121 www.hubinternational.com 858-373-6976	\$26	85 103 (17)	11,526 717	35	62	3	Human capital, global, Rx, compliance, communication, wellness, analytics, underwriting, technology	Brent Simmons Chicago 1975
3 (7)	Alliant Insurance Services Inc. 701 B St., Sixth Floor, San Diego 92101 www.alliantbenefits.com 619-238-1828	\$14.9	26 27 (4)	3,618 108	10	90	0	Strategy, employee engagement, procurement, analytics, wellness, compliance, benefits admin.	Mark Conway Newport Beach 1925
4 (5)	CBIZ Benefits and Insurance Services Inc.⁽¹⁾ 10616 Scripps Summit Court, Suite 250, San Diego 92131 www.cbiz.com 858-795-2000	\$6.5	39 44 (11)	4,000 143	20	80	0	Full-service brokerage, wellness, ACA guidance, full administration, life insurance BGA	Steve Sublett Melanie Gilmour Cleveland 1976
5 (NR)	Willis Insurance Services of California Inc. 4250 Executive Square, Suite 900, La Jolla 92037 www.willistowerswatson.com 858-678-2000	\$6.1	195 216 (10)	49,136 454	3	97	0	All types of professional group health and welfare products	Linde Hotchkiss London wnd
6 (NR)	WestPac Wealth Partners 4275 Executive Square, Suite 800, La Jolla 92037 www.westpacwealth.com 619-684-6400	\$5.5	45 43 5	200 10	89	10	1	Business planning, executive benefits, life insurance, disability income planning, wealth management	Nash Subotic San Diego 2012
7 (11)	Dunhill Marketing & Insurance Services Inc. 2635 Camino Del Rio S., Suite 210, San Diego 92108 www.dunhillinsurance.com 619-578-7800	\$5	13 13 0	13 1	90	0	10	Life insurance, annuities, estate planning, long-term care, disability, impaired risk life insurance	Tony Steigerwald San Diego 1992
8 (9)	BJA Partners 11405 W. Bernardo Court, San Diego 92127 www.bjapartners.com 858-376-1800	\$2.5	16 15 7	18 18	10	85	5	Strategic approach to employee benefits consulting; modern solutions, integrated HR tech.	Myron Jucha San Diego 1983
9 (14)	Cavignac & Associates 450 B St., Suite 1800, San Diego 92101 www.cavignac.com 619-234-6848	\$2.4	7 7 0	53 2	2	98	0	Providing group employee benefit programs, life insurance, HR & risk management consulting services	Patrick Casinelli San Diego 1992
10 (17)	Champion Risk & Insurance Services 12250 El Camino Real, Suite 375, San Diego 92130 www.championrisk.net 858-369-7911	\$0.5	6 6 0	6 6	2	98	0	Full-service regional insurance brokerage firm providing a complete range of employee benefits	Mark Raby San Diego 2004
11 (4)	Gallagher 10505 Sorrento Valley Road, Suite 200, San Diego 92121 www.ajg.com 858-481-8692	wnd	76 30 153	30,362 700	wnd	wnd	wnd	Full-service insurance broker	Ross Afsahi Rolling Meadows, Ill. 1987
12 (6)	Lockton Insurance Brokers LLC 4275 Executive Square, Suite 600, La Jolla 92037 www.lockton.com 858-587-3100	wnd	32 38 (16)	7,000 95	wnd	wnd	wnd	Benefits consulting, actuarial, compliance, health risk management, communications services	Sallie Giblin Kansas City, Mo. 2002
13 (8)	BB&T - John Burnham Insurance Services 750 B St., Suite 2400, San Diego 92101 www.insurance.bbt.com 619-231-1010	wnd	23 22 5	6,000 200	2	97	1	Employer sponsored benefit programs, wellness solutions, tech. platforms, funding alternatives	Karen Reid Winston-Salem, N.C. 1891
14 (10)	Morrison Insurance Services Inc. 6096 Innovation Way, Carlsbad 92009 www.misbenefits.com 760-438-9311	wnd	13 12 8	14 2	9	91	0	Compliance, health, life, dental, disability & vision insurance, wellness programs, and technology	Jim Morrison Carlsbad 2002
15 (12)	ELT Insurance Services 16835 W. Bernardo Drive, Suite 212, San Diego 92127 www.eltinsurance.com 858-304-3000	wnd	10 12 (17)	3,000 305	5	80	15	Group health, dental, life, disability, 401(k)	Edward Lee Grand Rapids, Michigan 2006
16 (16)	WSP Corporate Benefits & Insurance Services Inc. 5650 El Camino Real, Suite 207, Carlsbad 92008 www.wspinsurance.net 760-931-0550	wnd	7 6 17	wnd wnd	wnd	wnd	wnd	Employee benefits-large to small groups; medical, dental, life, disability, et al. wellness programs	Scott Pieratt Carlsbad 2005
17 (13)	JS Downey Insurance Service 2333 Camino Del Rio S., Suite 200, San Diego 92108 www.jsdowney.com 619-297-5888	wnd	6 9 (33)	10 10	wnd	wnd	wnd	Homeowners, auto, health, employment practices liability, cyber, life, travel, short-term, etc.	Steve Downey San Diego 1924
18 (15)	Nico Insurance Services Inc. 7290 Navajo Road, Suite 101, San Diego 92119 www.nicoins.com 619-667-2111	wnd	6 6 0	8 1	15	85	0	Employee benefit plans and broker consultants	Steven Nico San Diego 1979
19 (18)	California Corporate Benefits Insurance Services 13475 Danielson St., Suite 200, Poway 92064 www.cabenefits.com 858-753-4102	wnd	4 5 (20)	229 16	4	82	14	Benchmarking, retirement, benefit communications, compliance services, HR technology, wellness	Robert Recchia Poway 1986

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(19)

Curtis Moring Insurance Agency Inc.
3034 Imperial Ave.,
San Diego 92102
www.thinkcmi.com
619-718-7575

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90

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wnd

Arturo Rivera
San Diego
1963

(NR) Not ranked

wnd Would not disclose

na Not available/applicable

Source: The companies.

In case of a tie, agencies are ranked by number of 2019 local full-time employees.

To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of

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(1) Also includes CBIZ Life Insurance Solutions Inc.

Courtney Shamrell