

SPECIAL REPORT

100 LARGEST BROKERS OF U.S. BUSINESS*

Ranked by 2024 brokerage revenue generated by U.S.-based clients

2025 rank	2024 rank	Company	2024 U.S. brokerage revenue	% increase (decrease)	2025 rank	2024 rank	Company	2024 U.S. brokerage revenue	% increase (decrease)
1	1	Marsh McLennan Cos. Inc. ^{1,2}	\$12,665,500,000	18.1%	51	54	Towne Insurance Agency LLC	\$117,846,123	8.2%
2	2	Aon PLC ^{1,3}	\$7,497,381,760	27.1%**	52	51	Sterling Seacrest Pritchard Inc.	\$117,515,600	6.2%**
3	3	Arthur J. Gallagher & Co. ¹	\$7,092,288,000	10.7%**	53	60	Shepherd Insurance ¹	\$115,569,153	34.3%
4	4	Willis Towers Watson PLC	\$5,064,280,000	2.7%	54	58	Houchens Insurance Group Inc. ^{1,10}	\$112,115,275	15.7%
5	5	Alliant Insurance Services Inc. ¹	\$4,969,605,524	29.6%**	55	57	James A. Scott & Son Inc., dba Scott Insurance	\$108,743,052	9.5%
6	6	Brown & Brown Inc. ¹	\$4,036,781,833	9.9%	56	59	Insurors Group LLC	\$104,404,080	9.5%
7	9	Hub International Ltd. ¹	\$3,814,376,800	13.2%	57	63	Sterling & Sterling LLC, dba SterlingRisk	\$96,909,271	29.2%
8	12	Lockton Cos. LLC ^{1,4}	\$2,874,818,840	22.6%	58	62	Robertson Ryan Insurance ¹¹	\$91,881,396	19.9%
9	11	AssuredPartners Inc. ¹	\$2,809,791,938	13.0%**	59	61	Starkweather & Shepley Insurance Brokerage Inc. ¹	\$91,094,695	6.9%
10	10	USI Insurance Services LLC ¹	\$2,786,726,700	5.1%	60	64	Bowen, Miclette & Britt Insurance Agency LLC ¹	\$86,682,400	21.4%
11	8	Acrisure LLC	\$2,727,332,438	(19.3%)	61	65	Huntington Insurance Inc.	\$73,328,000	3.8%
12	13	BroadStreet Partners Inc.	\$1,737,405,200	16.6%	62	66	Moreton & Co.	\$71,434,000	5.9%
13	14	Accession Risk Management Group, dba Risk Strategies Co. and One80 Intermediaries ^{1,5}	\$1,696,546,641	16.9%	63	74	The MJ Cos. ¹²	\$67,842,008	21.5%
14	15	Alera Group	\$1,432,000,000	11.0%	64	NR	Superior Insurance Partners	\$67,641,412	172.6%
15	16	The Baldwin Insurance Group Inc. ⁶	\$1,386,222,000	13.8%	65	68	M&O Agencies Inc., dba The Mahoney Group	\$67,624,107	12.6%
16	17	Edgewood Partners Insurance Center, dba EPIC Insurance Brokers & Consultants ¹	\$1,237,900,000	7.7%	66	67	Christensen Group Inc.	\$67,596,012	7.7%
17	18	Digital Insurance Inc., dba OneDigital ¹	\$1,035,329,776	18.4%	67	73	First Insurance Group LLC, dba FNIC ¹	\$67,583,607	20.4%
18	19	Trucordia ⁷	\$908,000,000	13.7%	68	71	The Partners Group LLC ^{1,13}	\$66,772,977	14.1%
19	20	Higginbotham ¹	\$905,023,000	20.8%	69	70	Crest Insurance Group LLC ¹	\$66,180,838	11.9%
20	21	IMA Financial Group Inc. ¹	\$816,820,210	19.0%	70	NR	Signers National LLC	\$65,936,742	27.6%
21	22	Foundation Risk Partners Corp.	\$691,000,000	13.4%	71	79	King Insurance Partners	\$64,572,483	33.4%
22	23	The Hilb Group LLC ¹	\$641,000,000	7.2%	72	69	Frost Insurance Agency Inc. ¹	\$62,316,704	5.2%
23	27	World Insurance Associates LLC ¹	\$564,000,000	22.6%	73	85	Choice Financial Group	\$61,944,499	36.4%
24	25	High Street Insurance Partners Inc.	\$556,419,632	17.4%	74	72	Panorama Insurance Associates Inc.	\$59,227,205	4.4%
25	24	Patriot Growth Insurance Services LLC ¹	\$555,869,000	13.0%	75	75	LP Insurance Services LLC	\$57,491,609	9.5%
26	26	Leavitt Group	\$511,046,000	10.3%	76	81	Tricor Insurance ¹	\$55,343,027	16.1%
27	35	Holmes Murphy & Associates Inc.	\$363,194,400	15.7%**	77	76	Charles L. Crane Agency Co.	\$54,948,589	8.7%
28	28	Automatic Data Processing Insurance Agency Inc. ⁴	\$357,569,512	7.1%	78	77	Ansay & Associates LLC ¹	\$54,026,784	8.2%
29	29	Cottingham & Butler Inc.	\$346,238,000	5.7%	79	78	Rich & Cartmill Inc.	\$52,839,832	7.9%
30	30	CBIZ Benefits & Insurance Services Inc.	\$339,200,000	16.2%**	80	80	Reliance Partners LLC	\$51,226,440	6.7%
31	38	Keystone Agency Partners LLC ¹	\$326,810,000	42.1%	81	83	OneGroup ¹	\$50,468,672	6.7%
32	31	Insurance Office of America Inc. ¹	\$323,950,561	2.5%	82	84	R&R Insurance Services Inc.	\$50,436,000	9.1%
33	33	Relation Insurance Inc.	\$315,000,000	13.1%	83	87	Kapnick Insurance Group	\$48,917,767	14.0%**
34	32	Cross Financial Corp., dba Cross Insurance	\$307,145,000	6.8%	84	93	Hotchkiss Insurance	\$48,100,000	19.5%
35	36	CAC Group ¹	\$282,358,414	13.5%	85	90	Ross & Yerger Insurance Inc.	\$47,493,220	16.3%
36	34	Paychex Insurance Agency Inc. ⁸	\$266,552,000	4.0%***	86	88	Swingle, Collins & Associates	\$46,344,700	8.7%
37	39	Newfront	\$235,200,000	12.9%	87	94	Gibson Insurance Agency Inc., dba Gibson	\$43,401,906	15.2%**
38	41	Unison Risk Advisors ¹	\$233,747,187	19.5%	88	86	Buckner Co. ^{1,14}	\$43,344,790	0%
39	40	Hylant Group Inc.	\$224,075,725	9.0%	89	98	Brightline Insurance Group	\$41,232,416	19.5%
40	42	Heffernan Group	\$209,968,520	11.6%	90	97	Unico Group Inc. ¹⁰	\$40,227,256	13.0%
41	44	Insurica Insurance Services LLC ^{1,9}	\$191,534,640	9.9%	91	96	Pacwest Alliance Insurance Services Inc.	\$40,167,000	7.4%
42	43	The Liberty Company Insurance Brokers ¹	\$190,388,817	6.1%	92	92	The Plexus Groupe LLC	\$39,704,428	(3.6%)**
43	49	Alkeme Inc. ¹	\$180,500,000	58.3%	93	95	Tompkins Insurance Agencies Inc.	\$39,611,000	4.8%
44	50	Inszone Insurance Services	\$177,320,191	59.1%	94	99	The Cason Group ¹	\$38,133,328	21.9%**
45	45	Sunstar Insurance Group	\$165,000,000	13.0%	95	102	Seubert & Associates Inc.	\$35,014,130	14.2%
46	46	TrueNorth Cos. LC ¹	\$136,433,118	11.3%	96	101	The Daniel & Henry Co.	\$34,149,000	10.1%
47	47	M3 Insurance Solutions Inc. ¹	\$130,008,021	6.7%	97	100	Engle-Hambright & Davies Inc. (EHD)	\$31,606,952	0.8%
48	53	Lawley LLC ¹	\$128,686,834	17.8%	98	91	Commercial Insurance Associates LLC	\$30,962,097	(23.4%)
49	48	Marshall & Sterling Enterprises Inc.	\$127,884,010	7.0%	99	107	Morris & Garritano Insurance Agency Inc.	\$29,744,970	8.5%
50	56	Oakbridge Insurance Agency LLC ¹	\$122,978,000	22.9%	100	106	Moody Insurance Agency Inc.	\$28,860,720	5.5%

*Companies that derive more than 49% of their gross revenue from personal lines are not listed. **2023 restated revenue. N/R = not ranked. ***BI estimate ¹Reported acquisitions. ²Pro forma reflecting acquisition of McGriff Insurance Services Nov. 15, 2024. ³Acquired NFP Corp. April 24, 2024, reporting pro forma results. ⁴Fiscal year ending April 30. ⁵Formerly RSC Insurance Brokerage Inc., dba Risk Strategies Co. ⁶Formerly Baldwin Risk Partners LLC. ⁷Formerly PCF Insurance Services. ⁸Fiscal year ending May 31. ⁹Formerly Insurica Inc. ¹⁰Fiscal year ending Sept. 30. ¹¹Formerly Robertson Ryan & Associates Inc. ¹²Fiscal year ending Aug. 31. ¹³Formerly The Partners Group Ltd. ¹⁴Formerly The Buckner Co.

Source: BI survey