

SPRINGFIELD AREA'S LARGEST INDEPENDENT INSURANCE AGENCIES

Rank	Name Address Telephone • Fax Web site • E-mail Address	Full-time Agents ¹ Other Agents ²	Local Support Staff	Types of Insurance Offered	Sample of Companies Represented	Other Services	Top Local Executive(s)	Year Estab in Spfd
1	PJC Insurance PO Box 9750 65801 • 833-3800 833-0801 or 833-0753 • www.pjcinsurance.com	32	10	Business, auto, homeowners, life, health, long-haul trucking	Independent agency representing numerous insurance companies	Risk management	Raylene Caywood, CEO	1967
2	Nixon & Lindstrom Insurance 1448 E Sunshine 65804 • 881-6623 881-8269 • www.nixonandlindstrom.com info@nixonandlindstrom.com	29	3	Business, personal, group health, bonds, life	Independent agency representing numerous insurance companies	Employee benefits	Luke Nixon, Roger Lindstrom	1955
3	Ollis & Company 2274 E Sunshine 65808 • 881-8333 • 823-7444 www.ollisco.com • ollisco@ollisco.com	27	4	Commercial, group health, personal, long-term care	Independent agency representing numerous insurance companies	Employee benefits, life, self-insured plans, bonding, consulting	Ronald Ollis, chairman; Richard Ollis, president & CEO	1885
4	Barker Phillips Jackson 1500 E Sunshine 65804 • 887-3550 887-3252 • www.bpj.com • ins@bjp.com	23	3	Property, casualty, life, group health, surety bonding	Independent agency representing numerous insurance companies	Financial services, risk management, designed executive benefits	Tom Montileone, president and COO	1878
5	Arthur J Gallagher & Co 1650 E Battlefield 65804 • 887-0333 887-6140 • www.ajg.com	19	5	Commercial & personal lines, group benefit programs	Cincinnati, Cigna, Mercy Health, Blue Cross Blue Shield	Resource solutions, consulting services	Jerry Sparks, Joe Martin	1938
6	Great Southern Insurance 430 South Ave 65806 • 895-4600 895-4602 • www.greatsoutherninsurance.com bcrobison@greatsoutherninsurance.com	16	3	Home, auto, life, health, business	Travelers, Hartford, None Cameron Mutual	Bonds	Byron Robison, vice president	1952
7	Employee Benefit Design 3126 S Pickwick Pl 65804 • 889-6345 882-0018 • www.ebdllc.com cpotts@ebdllc.com	14	9	Group & individual health, life, dental, disability, long-term care, Medicare supplements, retirement plans	AMS, AUL, Blue Cross, Cox, Coventry, Delta, Fortis, Guardian, Hartford, KCL, MetLife, Premier, Principal, UHC	Cafeteria plans, HSAs, HRAs, COBRA admin, HR software, self-funded plans, employee benefits	Chance Potts, Dan Burns, Dan Ruggeri, Ken Stephens	1997
8	The Morris Financial Group Inc 1557 E Primrose, Ste 100 65804 • 883-1551 883-0820 • mmorris@kcllc.net	13	2	Life, health, disability, long-term care	Kansas City Life, Lincoln Benefit	Mutual funds, annuities, pension plans	Mike Morris, CLU, CHFC	1907
9	Benefits Unlimited Inc 3032 S Fremont Ave 65804 • 881-8664 881-8714 • dcoffman@benefitsunlimitedinc.com	10 38	10	Employee benefits, individual medical & life, dental, disability, vision & Medicare supplement	Guardian, Met Life, Principal, Blue Cross Blue Shield, Fortis	Benefit consulting	Darren R Coffman	1994
10	Croley Insurance & Financial Inc 3705 E Battlefield 65809 • 881-3520 881-4556 • www.croleyinsurance.com acroley@croleyinsurance.com	9	4	Group & individual health, life, dental, disability, long-term care, business & property liability, homeowners, auto, workers' comp	Blue Cross Blue Shield, CoxHealth, Guardian, Premier, Fortis, Principal, United Healthcare, MetLife, Prudential, Progressive, Encompass	N/A	Tom Croley, Andrea Croley	1949
11	Breckenridge Insurors Inc 1334 S Glenstone 65804 882-2600 • 890-7289 breckenridgeins@sbcglobal.net	9	2	Commercial, auto, home	Columbia Mutual, EMC, Farmers Alliance, General Casualty, Guideone, The Hartford, Unitrin, Zurich	Bonds, group benefits, life	Dennis Breckenridge	1990
12	Fortner Insurance Services 1519 E Sunshine 65804 882-5560 • 882-5561	8	6	Auto, home, business, church, life, health	Independent agency representing numerous insurance companies	None	Terry Fortner, president	1985
13	Empire Insurance Agency 1436 S Glenstone 65804 881-3100 • 886-3711 • www.empirebank.com	7	4	Home, auto, business, life, health	Independent agency representing numerous insurance companies	None	Charles R Thomison	1997
14	Insurance Providers of Missouri Inc 5335 S Campbell, Ste A 65810 886-8889 • 886-9566	6	5	Non-standard, specialty auto	AIG, Omni/Hartford, Unitrin, Orion, Affirmative/Vesta Group, Traders	Express SR-22 filings	Larry Terbovich	1992
14	Rebsamen Insurance 1111 S Glenstone, Ste 3101 65804 • 866-7222 866-0712 • www.rebsamen.com johnwest@rebsamen.com	6	5	Property & casualty, life & health, personal, risk management	AIG, Travelers, CNA, St Paul, United Fire, Encompass, Principal	Legal, aviation, bonding, claims administration	John West	1998
16	Jenkins & Associates 333 Park Central East, Ste 417 65806 886-8986 • 886-1218 www.jenkinsbenefits.com	6	3	Long- & short-term disability, group & individual health, life, dental	AMS, American Fidelity, Blue Cross Blue Shield, Brokers National, Cox Health, Delta, Fortis, Fidelity	401(k), COBRA, financial planning, FSA, SEPs	Douglas E Jenkins	1997
17	Insurors of the Ozarks 2104 E Sunshine 6580 • 881-0430 881-0760 • gregyoung@gabrielmail.com	6	1	Business, personal, group health, life	Independent agency representing numerous insurance companies	Bonds	Greg L Young	1933
18	Benefits Inc 1200 E Woodhurst, Ste F 65804 889-9373 • 889-7176 • benefitsinc@prodigy.net	6 43	0	Individual & group major medical	Fortis, American Community Mutual, Corporate Benefit Services of America, Time, Principal Financial	Long-term care, Medicare supplement plans, short- & long-term disability	Don Slone, president	1987

1. Ranked by total number of local, full-time, licensed agents employed by that office. 2. Additional licensed agents who sell products for that office. N/A=Not available. An insurance agency is licensed according to state criteria. The list does not rate office volume or number of policyholders; many agencies consider this proprietary information. Also missing are captive insurance agencies, which typically operate separate offices representing a single company. Compiled from data provided by company representatives. Only companies that responded to requests for information were considered. Next week: Springfield Area's Largest Electrical Contractors and Springfield Area's Largest Plumbing Contractors. **Researched by: Jill Henry**