

# NJBIZ

ALL BUSINESS ♦ ALL NEW JERSEY

## NEW JERSEY'S TOP

## Insurance Brokerages

Ranked by number of New Jersey producers

RANK   PREV.	FIRM YEAR ESTABLISHED	ADDRESS PHONE   FAX   WEB SITE	SENIOR EXECUTIVE(S) PARTIAL LIST OF SPECIALTIES	N.J. PRODUCERS
1   1	Northeast Planning Corp. 1967	1150 Raritan Road Cranford 07016 (908) 709-0020   (908) 709-0091   www.nepcusa.com	Steven Ferrara and David Parsels Financial services for individuals and businesses	3,186
2   2	International Planning Alliance 1972	710 Route 46 E., Suite 401 Fairfield 07004 (908) 791-0200   (973) 244-7804   www.planningalliance.com	David R. Alter Life, employee benefits, general securities, investment management, property and casualty, deferred compensation services, payroll and HR solutions, long-term care	2,000
3   4	Acorn Financial Services 1984	6 Becker Farm Road, Fourth Floor Roseland 07068 (973) 994-0100   (973) 994-2986   www.weareacorn.com	Thomas J. Norton; Joseph J. Oakes III and Joseph J. Oakes IV Life, long-term care, annuities and investments	377
4   5	Bollinger Insurance 1933	101 JFK Parkway Short Hills 07078 (800) 526-1379   (973) 921-2876   www.BollingerInsurance.com	John A. Windolf Commercial and personal insurance, employee benefits, insurance programs for amateur sports, golf and country clubs, student accidents	300
5   8	Monroe Brokerage Association/AIP Group (1) 1993	151 Fries Mill Road, Suite 504 A Turnersville 08012 (856) 290-4622   (856) 290-4623   www.monroebrokerage.com	Rocco P. Taraborrelli and Melissa Chamberlain Life, impaired risk, annuities, long-term care insurance, final expense	262
6   9	AXA Advisors 1859	90 Woodbridge Center Drive, Seventh Floor Woodbridge 07095 (732) 326-5200   (732) 326-5204   www.axaonline.com	James M. Coppola Life, disability, long-term care, annuities, full-service planning, retirement planning, estate planning, investment management, financial planning	245
7   3	<b>Conner Strong 1996</b>	<b>1701 Route 70 E. Cherry Hill 08034 (877) 861-3220   (856) 914-3719   www.connerstrong.com</b>	<b>Michael Tiagwad Property &amp; casualty, employee benefits, risk management, surety bonds</b>	<b>239</b>
8   20	Hilb Rogal & Hobbs (2) 2000	1015 Briggs Road Mount Laurel 08054 (856) 914-4600   (856) 914-4683   www.hrh.com	Carl J. Timpanaro All commercial insurance and employee benefits	220
9   12	Coastal Financial Group 1990	150 River Road E3 Montville 07045 (973) 952-0300   (973) 952-0199   www.coastalfinancialgroup.com	Tom Tyson Life, health, property, casualty.	132
10   13	Marsh 1871	44 Whippany Road Morristown 07962 (973) 401-5000   NA   www.marsh.com	Timothy C. McDougald All	121
11   16	Stone Financial Group 1947	180 River Road, Second Floor Summit 07901 (908) 918-0510   (908) 918-0517   www.nmfn.com/stonefinancial	Stephen B. Stone Life, disability, health, investments, long-term care	120
12   15	Wells Fargo Insurance Services Northeast, Inc. 1989	7 Giralda Farms, Seventh Floor Madison 07940 (973) 437-2300   (973) 437-2414   www.wellsfargo.com/wfis	Gary Tully Property and casualty insurance, employee benefits, personal lines insurance	95
13   17	Otterstedt Insurance Agency 1919	540 Sylvan Ave. Englewood Cliffs 07632 (201) 227-1800   (201) 227-5020   www.otterstedt.com	Joseph C. Parisi Jr. Personal, commercial, life, health, employee benefits and surety, construction, high-net-worth individuals, sports-entertainment, Asian community	85
14   17	Savino Financial Group 1892	731 Alexander Road Princeton 08540 (609) 951-8700   (609) 951-8788   www.savinofinancial.com	Joseph M. Savino Life, disability, group, individual and long-term care	75
15   11	Diversified Health Marketers T/A The Diversified Cos. 1984	300 Broadacres Drive Bloomfield 07003 (973) 233-6840   (973) 233-6859   www.thediversifiedcompanies.com	Michael J. Rose and Anthony M. Rose Senior life, Medicare supplements, Medicare Advantage	65