

Biggest insurance brokers in B.C.

RANKED BY | Total number of employees in the province

Rank '21	Company	Top local executive(s)	Specialties	B.C. offices '21/'20	Percentage: commercial/ personal/ auto	B.C. staff '21/'20
1	HUB International Insurance Brokers 4350 Still Creek Dr Suite 400, Burnaby V5C 0G5 P: 604-269-1000 F: 604-269-1001 hubinternational.com	David Moon , co-CEO and co-president, Dave Terry , co-CEO and co-president	Commercial, residential, auto, marine, transportation, life, retirement and employee benefits insurance products as well as risk services	201 75	64% 16% 20%	2,139 1,655
2	Westland Insurance Group Ltd 2121 160 St Suite 200, Surrey V3Z 9N6 P: 604-543-7788 F: NP westlandinsurance.ca	Jason Wubs , CEO	Home, business, auto, travel	NP 96	NP NP NP	1,225¹ 1,225
3	The InsureBC Group 1847 Broadway W Suite 104, Vancouver V6J 1Y6 P: 604-731-6541 F: 604-734-6707 insurebc.ca	Jack Meier , president and CEO	Auto, life, home, travel, marine, health, pet and commercial insurance as well as premium financing	94 89	22% 36% 42%	967 962
4	BCAA 4567 Canada Way, Burnaby V5G 4T1 P: 604-268-5000 F: NP bcaa.com	Eric Hopkins , president and CEO	Home, auto, travel, small-business, life and health insurance	29 29	0% 82% 18%	721 723
5	Johnston Meier Insurance Agencies Ltd 22367 Dewdney Trunk Rd, Maple Ridge V2X 3J4 P: 604-467-4184 F: 604-467-9711 jmains.com	Tom Meier , president	Commercial and personal lines of insurance as well as auto, life, disability and group programs	45 46	23% 39% 38%	500 525
6	CapriCMW Insurance Services Ltd 2025 Willingdon Ave Suite 700, Burnaby V5C 0J3 P: 604-294-3301 F: 604-294-3003 capricmw.ca	Andrew Kemp , president	Real estate, construction and surety, manufacturing, resources, power generation, telecommunications, marine, hospitality, food and beverage processors, technology, transportation, public sector, strata, auto, home, agriculture, life and benefits	14 14	70% 15% 15%	488 456
7	Sussex Insurance Agency² 136 3rd St W Upper Level, North Vancouver V7M 1E8 P: 604-983-6955 F: 604-983-6933 sussexinsurance.com	Ken Armstrong , president and CEO, Brandon Armstrong , vice-president, strategic planning, Jason Armstrong , vice-president, corporate development	ICBC Autoplan insurance, business, commercial, homeowners, travel/medical	52 52	5% 5% 90%	458 463
8	BFL Canada Insurance Services Inc 1177 Hastings St W Suite 200, Vancouver V6E 2K3 P: 604-669-9600 F: 604-686-9316 bflcanada.ca	John Wright , executive vice-president, Gareth McDonnell , president, realty division, Tom DeCoteau , regional vice-president, B.C.	Real estate, construction, surety, marine, environmental, aviation, sports, mining, forestry, financial institutions, technology, manufacturing, hospitality, food processing, retail, warehousing, transportation, professional liability, agribusiness	6 4	100% 0% 0%	332 255
9	AllWest Insurance Services Ltd 1681 Chestnut St Suite 315, Vancouver V6J 4M6 P: 604-731-6696 F: 604-731-9210 allwestins.com	Paul Zalesky , CEO, Devina Zalesky , president, Kellie Dale , vice-president, James Beaulieu , chief operating officer	Auto, residential (owners and renters), marine and boat, recreational vehicles (RV), business, storage, travel, health and dental, personal umbrella and life insurance	NP NP	NP NP NP	250 250
10	Aon Canada 401 Georgia St W Suite 1200, Vancouver V6B 5A1 P: 604-443-2513 F: 604-682-4026 aon.ca	Steve van Halst , executive vice-president, risk services and consulting, Canada, Doug Correa , executive vice-president, global specialties, national leader, construction services group	Construction, mining, forestry, marine, manufacturing, power and utilities, aviation, technology, public entity, life sciences, high tech, hospitality, private risk management, financial institutions, health and benefits, pensions and retirement	3 3	NP NP NP	210 228
11	Marsh Canada Ltd 550 Burrard St Suite 800, Vancouver V6C 2K1 P: 604-685-3765 F: 604-685-3112 marsh.com	Jason Scharfe , managing director, Pacific zone	Mining, forestry, construction, high tech, biotech, consumer, real estate, transportation, program and association, public entity, manufacturing, infrastructure	NP NP	NP NP NP	195³ 195 ³
12	Axis Insurance Group Ltd 555 Burrard St Suite 400, Vancouver V7X 1M8 P: 604-689-2441 F: NP axisgroup.insure	Alex Meier , president and CEO	Agribusiness, construction, contractors, real estate, energy, resources, renewables, life sciences and technology, manufacturing, non-profit, sports and recreation, professional and financial services, retail and hospitality, private client, personal lines	4 4	NP NP NP	181¹ 181
13	Schill Insurance Brokers Ltd 15127 100 Ave Suite 302, Surrey V3R 0N9 P: 604-585-4445 F: NP schillinsurance.com	Alan Schill , president, Matt Schill , partner, Jarett Schill , partner, Kari Schill , junior partner, Ann-Michelle deReus , junior partner	Insurance protection and risk management – strata, real estate, manufacturing, contractors, marine, hospitality, home, auto and life	12 9	35% 30% 35%	178 131
14	Wilson M Beck Insurance Services 8678 Greenall Ave Suite 303, Burnaby V5J 3M6 P: 604-437-6200 F: 604-437-5347 wmbeck.com	Wilson Beck , CEO, David Beck , president	Insurance specialties: construction, real estate holdings and development, marine, manufacturing, oil and gas, hospitality, First Nations, mining, roofing, and forestry; contract bonds; 2-5-10 home warranty	7 6	65% 8% 8%	158 130
15	Gold Key Insurance Services Ltd 8430 128 St Suite 5, Surrey V3W 4G3 P: 604-502-0441 F: 604-507-9942 goldkeyinsurance.ca	Raghib Bhinder , owner, Sharn Bhinder , president, Tony Bhinder , vice-president, Nav Bhinder , regional manager	Transportation specialists, large commercial accounts, motor truck cargo, high-value homes, all types of auto, life and wholesale insurance	3 3	40% 40% 20%	120 120
16	Reliance Insurance Agencies Ltd 4853 Hastings St, Burnaby V5C 2L1 P: 604-255-4616 F: 604-255-1117 relianceins.ca	Jim Ball , president, Chris Ball , vice-president	Proprietary risk assessments and risk management planning for business executives; dynamic insurance products for business, marine, home and auto	1 1	49% 40% 11%	96 98
17	Willis Towers Watson 666 Burrard St Suite 2650, Vancouver V6C 2X8 P: 604-691-1000 F: NP willistowerswatson.com	Laura Samaroo , market leader, Western Canada	Aviation, marine, construction, executive risk, financial institutions, food processors, forestry, mining, manufacturing, hospitality, government, health and benefits, pension consulting, executive compensation consulting	1 1	70% 20% 10%	80 80
18	Apollo Insurance Solutions Ltd 111 Water St Unit 210, Vancouver V6B 1A7 P: 778-554-9640 F: NP apollocover.com	Jeff McCann , CEO, Tracey Swain , CFO, Marco Andolfatto , CUO, Klaus Salchner , CTO	NP	1 NP	75% 25% 0%	40 10
19	JT Insurance Services (Canada) Inc 1177 Hornby St Main Floor, Vancouver V6Z 2E9 P: 604-684-7291 F: 604-684-6300 jtinsurance.com	Juanita Lohmeyer , president, James Clay , CEO, Sheri Clay , director, private clients	Commercial insurance, high-net-worth private clients	1 1	NP NP NP	23 20

Sources: Interviews with above brokerages and BIV research. Other brokerages may have ranked but did not provide information by deadline. NP Not provided 1 - 2020 figure 2 - Sussex Franchise Systems Inc 3 - BIV estimate

Business in Vancouver makes every attempt to publish accurate information in the List, but accuracy cannot be guaranteed. Researched by Anna Liczmanska, lists@biv.com.

Next week's list – Shopping centres in B.C.



Sign up for our **newsletters** and feel smarter instantly.

BIV.COM/NEWSLETTERS

BIV