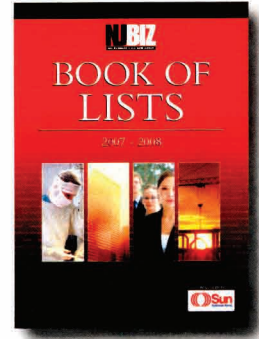


NJBIZ

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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 NR	Northeast Planning Corp. 1967	1150 Raritan Road Cranford NJ 07016 (908) 709-0020 (908) 709-0091 www.nepcusa.com	Steven Ferrara and David Parsels Financial services for businesses and individuals	3,186
2 1	International Planning Alliance 1972	1150 Raritan Road South Plainfield NJ 07080 (908) 791-0200 (908) 791-0206 www.planningalliance.com	David W. Patis Life, employee benefits, general securities, investment management, property and casualty, deferred compensation services, payroll and HR solutions	2,100
3 2	Commerce Banc Insurance Services 1996	1701 Route 70 E., Commerce Atrium Cherry Hill NJ 08034 (856) 489-7000 (856) 914-3719 www.commerceonline.com	George E. Norcross III and Michael Tiagwad Commercial, personal, employee benefits, risk management and loss control	418
4 NR	Acorn Financial Services 1984	6 Becker Farm Road, Fourth Floor Roseland NJ 07068 (973) 994-0100 (973) 994-2986 www.weareacorn.com	Joseph J. Oakes, IV; Thomas J. Norton and Joseph J. Oakes III Life, long-term care, annuities and investments	385
5 NR	Bollinger Insurance 1933	101 JFK Parkway Short Hills NJ 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 and student accidents	335
6 5	The NIA Group 1926	66 Route 17 Paramus NJ 07652 (201) 845-6600 (201) 845-6152 www.niagroup.com	Paul Gross All	283
7 4	New England Financial of Central Jersey 1961	50 Division St., Suite 200 Somerville NJ 08876 (908) 252-9150 (908) 252-9120 www.nefjersey.com	Jay La Malfa Life, health, annuity, disability and long-term care	275
8 6	Monroe Brokerage Association 1993	151 Fries Mill Road, Suite 504 A Turnersville NJ 08012 (856) 290-4622 (856) 290-4623 www.monroebrokerage.com	Rocco P. Taraborrelli and Gemma Aquilino Life, impaired risk, annuities, long-term care insurance and final expense	235
9 8	AXA Advisors 1859	90 Woodbridge Center Drive, Seventh Floor Woodbridge NJ 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 and financial planning	225
10 7	Banc of America Corporate Insurance Agency 2001	14 Commerce Drive Cranford NJ 07016 (908) 272-8100 (908) 272-4869 www.bankofamerica.com	Stanley Jablonowski Business and employee benefits	203

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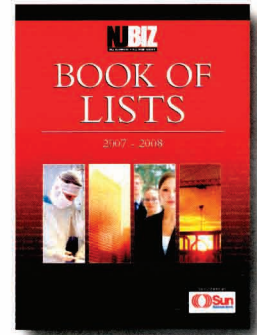
www.nepcusa.com

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Investment Brokerages

Ranked by number of New Jersey brokers

RANK PREV.	COMPANY YEAR ESTABLISHED	ADDRESS PHONE FAX WEB SITE	N.J. LOCATIONS	SENIOR EXECUTIVE(S) NATIONAL BROKERS	N.J. BROKERS
1 2	Merrill Lynch Global Private Client 1914	800 Scudders Mill Road Plainsboro NJ 08536 (609) 282-1212 (609) 282-1045 www.ml.com	30	Robert McCann 15,350	785
2 3	Smith Barney 1997	2 Overhill Road, Fourth Floor Scarsdale NY 10583 (914) 723-2320 (914) 713-2319 www.smithbarney.com	20	Andrew J. Grillo 13,000	762
3 1	Wachovia Securities 1934	Office Center at Short Hills, 51 JFK Parkway, Fourth Floor Short Hills NJ 07078 (800) 627-8625 (973) 564-6999 www.wachoviasec.com	339	Paul Costello and Michael Carroll 10,514	636
4 4	Morgan Stanley 1935	1585 Broadway New York NY 10036 (212) 761-4000 NA www.morganstanley.com/individual	12	Rich Less 8,200	369
5 5	UBS Financial Services 1879	1200 Harbor Blvd. Weehawken NJ 07086 (201) 352-3000 NA www.ubs.com	12	Mark Sutton 7,376	312
6 6	American Express Financial Advisors 1894	61 S. Paramus Road Paramus NJ 07652 (201) 226-9545 (201) 226-9546 www.americanexpress.com	17	Walter K. Booker 11,000	302
7 10	A.G. Edwards & Sons 1974	802 Tilton Road Northfield NJ 08225 (609) 484-0400 (609) 484-0782 www.agedwards.com	18	Bill Mitchell 6,662	256
8 7	Northwestern Mutual Financial Network 1919	720 E. Wisconsin Ave. Milwaukee WI 53202-4797 (609) 951-8700 (609) 951-8788 www.northwesternmutual.com	2	Joe Savino and Steve Stone 4,150	201
9 8	Sagemark Consulting/Lincoln Financial Advisors 1991	399 Thornall St. Edison NJ 08837 (732) 906-1000 (732) 623-2088 www.sagelinc.com	5	John R. DiMonda 2,500	200
10 11	Montauk Financial Group 1983	Parkway 109 Office Center, 328 Newman Springs Road Red Bank NJ 07701 (732) 842-4700 (732) 842-9047 www.montaukfinancial.com	30	Victor K. Kurylak 370	110
17 NR	Northeast Planning Corp. 1967	1150 Raritan Road Cranford NJ 07016 (908) 709-0020 (908) 709-0091 www.nepcusa.com	23	Steven Ferrara and David Parsels NA	67

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