



3175 Commercial Avenue, Suite 200
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CRAIN'S LIST CHICAGO'S LARGEST COMMERCIAL INSURANCE BROKERS

Ranked by local full-time professionals as of 12/31/10

Firm	Head of local office	No. of local full-time professionals; % change from previous year	Total local full-time employees	Local commercial brokerage revenue as of 12/31/10; U.S. revenue (in millions)	Business breakdown	Compensation		Offices	
						Commissions	Fees	Chicago	U.S.
10 TOTAL INSURANCE SERVICES INC. ² 3175 Commercial Ave., Northbrook 60062; (847) 205-1777; www.totins.com	Eric Jaffee President	55 10%	75	\$7.2 \$7.5		95%	5%	5	5

