

Inszone Insurance Services acquires Springbrook Insurance Agency

The deal is part of the insurer's plan to strengthen its presence in Southern California



Insurance News

By Abigail Adriatico

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Inszone Insurance Services has announced its acquisition of Springbrook Insurance Agency, an insurer based in San Diego, Calif.

Springbrook Insurance Agency was founded in 2006 and offers insurance solutions primarily focusing on commercial lines and non-profit organizations. The decision to partner with Inszone came with the need for the assurance of its continued growth and an enhanced service to its clients as Russ Lail, its president, prepares for his retirement.

“We’ve always taken pride in taking care of the ‘little guy’ and didn’t want to partner with an agency that would abandon our smaller clients. Inszone’s values aligned perfectly with ours, and we feel confident that our clients will continue to receive the high level of service they deserve,” said Lail.

“We are excited to welcome the Springbrook Insurance team to Inszone. Their dedication to their clients, their deep ties to the community, and their expertise in commercial, non-profit, and personal lines insurance make them a perfect fit for our growing company,” said Chris Walters, CEO of Inszone.

John and Charlene Drapp, insurance agents from Springbrook, joined the insurer in 2013 and had played a part in broadening its offerings. They shared how the acquisition will be beneficial to Springbrook.

“We’ve been incredibly busy the past few years, often working weekends and evenings without enough back-office support. The opportunity to join Inszone was a game-changer. It allows us to get back to what we love most—taking care of our clients—while benefiting from the extensive resources of a larger organization,” said Charlene.

Both Charlene and John will continue serving their clients following the transition to Inszone Insurance.

Scali Group, LLC served as the exclusive representative and strategic advisor to Springbrook Insurance Agency for the transaction.