

Financial Services Deals for March 2022

Company Name	Description	Deal Synopsis
Achilles & Associates	Provider of insurance services intended for individuals, small businesses and middle-market clients. The company specializes as an insurance broker that provides property, business auto, workers compensation and casualty insurance, therefore enabling to provide customized insurance products.	The company was acquired by NFP, via its financial sponsors HPS Investment Partners, Stone Point Capital and Madison Dearborn Partners, through an LBO on March 25, 2022 for an undisclosed amount.
Benemark	Provider of financial advisory services committed to advising individuals about their financial events. The company specializes in investment advisory services, comprehensive financial planning and investment advisory services for trustees, working professionals, entrepreneurs, small business owners and all those nearing retirement, enabling them to achieve their financial objectives or goals.	The company was acquired by Mercer Advisors, via its financial sponsors Genstar Capital and Oak Hill Capital through an LBO on March 01, 2022 for an undisclosed amount.
Carothers Insurance Agency	Provider of insurance brokerage services based in Las Vegas, Nevada. The company offers non-captive contracting, training and development, application processing, commissions management, tool and technology, marketing and advertising support as well as insurance for individual health, Medicare, group health, life and finance, property and casualty.	The company was acquired by Integrity Marketing Group, via its financial sponsors HGGC, Silver Lake, Morgan Stanley Direct Lending Fund BDC and Government of Singapore Investment Corporation, through an LBO on March 3, 2022 for an undisclosed amount.
Cherkey Insurance	Provider of insurance brokerage services intended for families, individuals and businesses. The company provides several types of insurance such as business, workers compensation, property, liability and commercial auto, enabling customers to protect themselves from future uncertainties and risks.	The company was acquired by Alkeme Insurance, via its financial sponsor GCP Capital Partners, through an LBO on March 4, 2022 for an undisclosed amount. The transaction will help the company to further expand the business with the additional markets, products, and resources available through Alkeme Insurance.
Convergent Wealth Management	Provider of financial services and investment advisory services intended to build wealth for the clients. The company specializes in investing, estate planning, college planning, risk management, tax advice and business services, thereby offering working professionals, entrepreneurs, small business owners and all those nearing retirement with lifelong financial partners, offering guidance and personalized financial planning and investment strategies.	The company was acquired by Mercer Advisors, via its financial sponsors Genstar Capital and Oak Hill Capital, through an LBO on March 31, 2022 for an undisclosed amount.

Financial Services Deals for March 2022

Company Name	Description	Deal Synopsis
CorePoint Lodging	CorePoint Lodging Inc is a lodging real estate investment trust strategically focused on serving the midscale and upper-midscale select-service lodging segments. The company's portfolio includes over 209 hotels with around 27,800 rooms in locations in or near employment centers, airports, and major travel thoroughfares. The company primarily derives revenues from its hotel operations.	The company was acquired by Highgate Hotels and Cerberus Capital Management through a \$1.5 billion public-to-private LBO on March 3, 2022. The transaction was supported by debt financing in the form of a loan from BMO Financial Group and Deutsche Bank.
Dixon Insurance Services	Provider of insurance services starting from individual insurance to commercial insurance based in Lake City, Arkansas. The company offers home and auto insurance, commercial insurance, agribusiness insurance and medical insurance, thereby providing the clients with the best service and coverages possible.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on March 29, 2022 for an undisclosed amount.
E.B. Cohen Insurance and Risk Management	Provider of insurance and risk management services intended to serve hospitality, real estate, and small businesses. The company specializes in offering a range of insurance including personal insurance, life insurance, benefits, commercial property and casualty as well as provides customized insurance products, thereby enabling clients in covering their risk.	The company was acquired by The Hilb Group, via its financial sponsor The Carlyle Group, through an LBO on March 24, 2022 for an undisclosed amount.
EdgeMAC	Operator of mortgage advisory firm intended to help clients identify risks. The company combines nimble technology and knowledgeable, seasoned staff to create custom solutions that help to streamline processes and reduce costs, thereby providing clients a fresh innovative approach to underwriting due diligence, business process outsourcing and document management.	The company was acquired by Incenter, via its financial sponsor Blackstone, through an LBO on March 9, 2022 for an undisclosed amount. The acquisition will the company to draw upon expertise from Incenter's other brands.
Emery Howard	Operator of financial advisory and portfolio management firm based in Burlingame, California. The company provides investment advice and money management services to high net-worth clients by identifying their risk tolerance and constructing a globally diversified portfolio.	The company was acquired by Creative Planning, via its financial sponsor General Atlantic, through an LBO on March 29, 2022 for an undisclosed amount. The acquisition will provide investment and planning capabilities and that would provide operational scale to allow the company's team to focus exclusively on client relationships.

Financial Services Deals for March 2022

Company Name	Description	Deal Synopsis
Financial Management Concepts	Provider of financial planning services serving individuals over age 50. The company specializes in retirement planning, wealth management, income distribution strategies and low lifetime tax tactics and also assists clients in financial complexities related to the care of aging parents, enabling them to invest smarter and optimize their income.	The company was acquired by Wealth Enhancement Group, via its financial sponsors Onex and TA Associates Management, through an LBO on March 31, 2022 for an undisclosed amount.
First American Insurance Underwriters	Provider of insurance and wealth management advisory services to high-net-worth individuals and families. The company specializes in life insurance, long-term care, disability income and annuities services for personal and business planning, enabling clients to get access to financial products, creative insurance, specialized service and exclusive resources, offering full back-office support for their investments.	The company was acquired by Integrity Marketing Group, via its financial sponsors Government of Singapore Investment Corporation (GIC), Morgan Stanley Direct Lending Fund BDC, HGGC, Crescent Capital BDC and Silver Lake, through an LBO on March 15, 2022 for an undisclosed amount.
Gemini Risk Partners	Operator of an insurance brokerage firm based in Birmingham, Michigan. The company specializes in providing professional liability coverage and other comprehensive insurance solutions to law firms addressing their specialized and various needs.	The company was acquired by High Street Insurance Partners, via its financial sponsors Huron Capital, Ares Management and ABRY Partners, through an LBO on March 29, 2022 for an undisclosed amount. Through this acquisition the company will be able to provide sophisticated insurance solutions to manage specific and unique risks faced by all their law firm clients.
Horseman Group	Provider of investment financial advisory services based in Saint Louis, Missouri. The company specializes in retirement planning and investment advising thereby, helping its clients to achieve their goals and plan strategically for retirement.	The company was acquired by Allworth Financial, via its financial sponsors Ontario Teachers' Pension Plan and Lightyear Capital, through an LBO on March 24, 2022 for an undisclosed amount.
Insurance & Risk Managers	Operator of an insurance agency serving the areas across Mississippi. The company offers personal insurance, commercial insurance and insurance specialized for the logging and trucking industry and also provides concierge-style service, thereby providing customers a large selection of insurance options at their convenience.	The company was acquired by Higginbotham Insurance Group, via its financial sponsor Stone Point Capital, through an LBO on March 24, 2022 for an undisclosed amount.

Financial Services Deals for March 2022

Company Name	Description	Deal Synopsis
Insurance Matters	Operator of an insurance agency focused on helping their clients protect their assets. The company offers undisclosed products and services.	The company was acquired by Inszone Insurance, via its financial sponsor BHMS Investments, through an LBO on March 16, 2022 for an undisclosed amount.
J. Manning & Associates	Operator of an independent brokerage and consulting firm specializing in long-term care insurance. The company offers long-term care planning, enrollment management, data customization, sales management and administration services, thereby working with employee benefit brokers and consultants, financial professionals, employers and individuals to create customized and unbiased assistance.	The company was acquired by Integrity Marketing Group, via its financial sponsors Morgan Stanley Direct Lending Fund BDC, Silver Lake, HGGC and Government of Singapore Investment Corporation, through an LBO on March 17, 2022 for an undisclosed amount.
J.D. Mullens	Operator of an independent marketing organization (IMO) intended to serve individuals and families throughout the southeastern United States. The company offers final expense and life insurance products for seniors as well as health products that help consumers get coverage through the Affordable Care Act (ACA), providing solutions to protect the life, health and wealth of individuals.	The company was acquired by Integrity Marketing Group, via its financial sponsors HGGC, Government of Singapore Investment Corporation (GIC), Morgan Stanley Direct Lending Fund BDC and Silver Lake, through an LBO on March 24, 2022 for an undisclosed amount. The transaction will allow the company access to Integrity Marketing Group's end-to-end platform that will help to enhance its systems designed to serve the health coverage needs of American families and individuals.
JB Wright Insurance Services	Provider of insurance brokerage services focused on personal and commercial lines. The company offers a wide range of auto, home, business and life insurance solutions, thereby ensuring round-the-clock support and competitive pricing for customers.	The company was acquired by Alkeme Insurance, via its financial sponsor GCP Capital Partners, through an LBO on March 10, 2022 for an undisclosed amount. The partnership allows the company to strengthen and expand its offerings, leading to more options for its customers and accelerated growth for its brokerage.
Kuhl Insurance	Provider of insurance services focused on manufacturing, healthcare, social services and construction industries. The company offers commercial, personal insurance and employee benefits services including property, general liability, workers' compensation, crime, management liability and surety bonds, enabling clients to minimize risk and contain costs.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Alaska Permanent Fund, Hellman & Friedman, Alpinvest Partners and Altas Partners, through an LBO on March 7, 2022 for an undisclosed amount. Joining Hub International will provide the company with the added depth of insurance carrier markets, resources and services necessary to expand its offerings to clients and continue growing the business.

Financial Services Deals for March 2022

Company Name	Description	Deal Synopsis
Leap Partners	Operator of an investment firm intended to acquire the businesses in residential and small commercial HVAC, plumbing and electrical services. The company offers financial investment and also relieves customers of many of the back office administrative processes like taxes, insurance, employee benefits and financial reporting processes, helping streamline, scale and grow businesses.	The company was acquired by Concentric Equity Partners through an LBO in approximately March 2022 for an undisclosed amount.
Midland Agency Insurance	Provider of insurance services intended for commercial and personal customers. The company specializes in the agribusiness industry and offers crop insurance farm equipment, providing farmers with security by creating custom farm policies catered to their needs.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Alaska Permanent Fund, Hellman & Friedman, Alpinvest Partners and Altas Partners, through an LBO on March 11, 2022 for an undisclosed amount.
Niedermeyer Risk Management	Provider of employee benefits consulting, commercial and personal insurance based in Beaverton, Oregon. The company specializes in risk management, commercial insurance, health benefits, insurance carrier relations, association development relations and professional liability insurance, thereby sharing information and resources with national networks of professionals.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Alaska Permanent Fund, Hellman & Friedman, Alpinvest Partners and Altas Partners through an LBO on March 9, 2022 for an undisclosed amount. The move will provide the company with access to Hub International's distinctive resources, services, and industry-leading specialists, including claims and risk management, sales development tools, and digital marketing to continue growing their business and increasing their offering to clients.
Pauli-Shaw Insurance Agency	Operator of an insurance agency based in Arcata, California. The company specializes in home insurance, auto insurance and health insurance, thereby helping clients to research rates and coverage from top insurance companies and find the insurance rates and insurance plans for their clients.	The company was acquired by Alkeme Insurance, via its financial sponsor GCP Capital Partners, through an LBO on March 24, 2022 for an undisclosed amount. The acquisition will help the company to expand its resources for both its clients as well as their team.
Penn Global Marketing	Operator of an insurance company with special emphasis on the senior market. The company offers life insurance, income protection, annuities, Medicare supplement, long-term care and the affordable care act, enabling clients ranging from self-employed to senior citizens with cost-effective coverage plans.	The company was acquired by Integrity Marketing Group, via its financial sponsors Government of Singapore Investment Corporation, Morgan Stanley Direct Lending Fund BDC, HGGC and Silver Lake, through an LBO on March 8, 2022 for an undisclosed amount.

Financial Services Deals for March 2022

Company Name	Description	Deal Synopsis
Pioneer Bank (Dripping Springs)	Pioneer Bancshares Inc operates as a banking service provider. The services offered by the company include checking, savings, mobile banking, bill pay, and debit cards.	The company was acquired by Sunflower Bank, via its financial sponsors Aquiline Capital Partners and Lightyear Capital, through a public-to-private LBO on March 22, 2022 for an undisclosed amount.
Resource Brokerage	Provider of employee benefits services catering to employer groups and independent brokers. The company offers brokers and groups a one-stop solution for everything from health, life and annuities to disability and long-term care and also offers products for individuals and the senior population, providing clients with quality brokerage products and services at competitive prices.	The company was acquired by Integrity Marketing Group, via its financial sponsors HGGC, Harvest Partners, Silver Lake and Government of Singapore Investment Corporation, through an LBO on March 1, 2022 for an undisclosed amount. The acquisition greatly enhances Integrity Marketing Group's mission to help all Americans plan for the good days ahead.
Scott Anderson Insurance	Operator of an insurance agency based in Colorado Springs, Colorado. The company offers services including general liability, workers' compensation, business owners policy, life insurance term and auto insurance services, thereby committed to providing quality service to the community.	The company was acquired by Inszone Insurance, via its financial sponsor BHMS Investments, through an LBO on March 17, 2022 for an undisclosed amount.
Snapp & Associates Insurance Services	Provider of risk management, insurance planning and employee benefits services to industries. The company protects its client's personal assets, businesses and supports its employees through proactive services, thereby serving the hospitality, entertainment, construction, and real estate industries with the help of depth of resources and modern technological platforms.	The company was acquired by Alkeme Insurance, via its financial sponsor GCP Capital Partners, through an LBO on March 30, 2022 for an undisclosed amount. The acquisition will help the company to maintain its local San Diego presence and have the ability to expand upon the products and services it can offer to its clients.
Taylor Advisors	Provider of financial consultancy services intended offer investment advisory and management to its clients. The company offers balance sheet management, crises advisory services, municipal credit quality review, enabling the clients to avail guidance to improve their profitability and reduce risk.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Alaska Permanent Fund, Hellman & Friedman, Alpinvest Partners and Atlas Partners, through an LBO on March 3, 2022 for an undisclosed amount.

Financial Services Deals for March 2022

Company Name	Description	Deal Synopsis
TexStar Insurance Services	Provider of insurance brokerage services intended to offer personalized and responsive support throughout the San Antonio area. The company provides insurance products for auto, home, life and business insurance at competitive rates, enabling clients to protect themselves from future uncertainties and risks.	The company was acquired by Inszone Insurance, via its financial sponsor BHMS Investments, through an LBO on March 10, 2022 for an undisclosed sum.
The Amynta Group	Provider of insurance services to automotive, consumer products and specialty equipment industries. The company specializes in property, casualty and specialty insurance and offers warranties, services contracts, administers contractor liability coverage and small worker's compensation insurance services, enabling clients to manage their insurance needs effectively.	AmTrust Financial Services sold its 49% stake in the company to Madison Dearborn Partners on March 10, 2022.
The Doman Group	Provider of investment advisory and 401(k) co-fiduciary services focused on high net worth and ultra-high net worth individuals. The company offers a wide variety of services including investment management, financial planning, tax preparation, family office services, alternative investment analysis and relocation services to clients, committed to helping them achieve their financial goals and ensure financial bases are covered.	The company was acquired by Creative Planning, via its financial sponsor General Atlantic, through an LBO on March 1, 2022 for an undisclosed amount.
The Health Insurance Place	Provider of insurance services intended to offer retail walk-in centers for health insurance. The company specializes in independent marketing for health insurance, life insurance, and annuities, offering customer-specific insurance policies.	The company was acquired by Integrity Marketing Group, via its financial sponsors Government of Singapore Investment Corporation (GIC), Morgan Stanley Direct Lending Fund BDC, HGGC, Crescent Capital BDC and Silver Lake, through an LBO on March 10, 2022 for an undisclosed amount.
Title Resources (USA)	Provider of insurance underwriting services intended for the real estate industry. The company offers claim calculators, rate calculators, agent verification and education and training programs, thereby enabling customers to evaluate the transaction and meet their insurance underwriting needs.	The company was acquired by Centerbridge Partners through an \$210 million LBO on March 29, 2022. The transaction values the company at estimated \$300 million.

Financial Services Deals for March 2022

Company Name	Description	Deal Synopsis
Venture Pacific Financial Services	Provider of wealth management and corporate retirement services based in Ladera Ranch, California. The company's services include wealth planning, security, retirement planning, retirement insurance services and other asset management services, enabling clients to increase their financial security.	The company was acquired by Alkeme Insurance, via its financial sponsor GCP Capital Partners, through an LBO on March 17, 2022 for an undisclosed amount.
Wealth Advisory Group (Pennsylvania)	Provider of investment consultancy services intended to serve businesses, individuals and families. The company specializes in corporate retirement plans through its turnkey co-fiduciary investment processes and tailored advisory, thereby offering customized financial services to meet the client's unique financial goals.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on March 1, 2022 for an undisclosed amount.
Western Assurance	Operator of an insurance agency located in Albuquerque, New Mexico. The company offers personal, business and cyber liability insurance services, thereby reducing the cost of risk for clients.	The company was acquired by Hub International, via its financial sponsors HarbourVest Partners, Alaska Permanent Fund, Hellman & Friedman, Alpinvest Partners and Altas Partners, through an LBO on March 4, 2022 for an undisclosed amount.
Western Marketing Associates	Operator of an independent marketing organization intended for health and life insurance agents. The company engages in recruiting, servicing and supporting independent insurance agents providing life and health insurance to seniors, enabling clients to have the required tools, resources and back-office support to maximize their success.	The company was acquired by Integrity Marketing Group, via its financial sponsors Government of Singapore Investment Corporation (GIC), HGGC and Silver Lake, through an LBO on March 22, 2022 for an undisclosed amount. The partnership will provide the company with a wide range of proprietary resources and will allow it to reach the next level of growth.
Woller-Anger & Company	Operator of an insurance agency offering a comprehensive suite of insurance solutions. The company offers medical insurance, voluntary benefits and personal insurance, individual life & disability insurance to identify your potential risks and tailor a risk management program according to individual needs.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on March 2, 2022 for an undisclosed amount. With the support of Relation Insurance Services' resources and access to previously unavailable prospects, the company has an opportunity for significant growth.