

ATLANTA BUSINESS CHRONICLE

T H E L I S T

ATLANTA'S LARGEST LIFE INSURANCE AGENCIES

RANKED BY 2021 TOTAL PRODUCTION CREDITS FOR GEORGIA

	Business name Website	Address Phone	2021 total production credits for Georgia ¹	MDRT qualifiers ²	Number of producers	Total staff	Primary life company represented	Chief Atlanta officer	Year est. in Atlanta
1	Northwestern Mutual - Goodwin, Wright³ buckhead.nm.com	3438 Peachtree Rd., Phipps Tower, #1200 Atlanta, GA 30326 404-846-3000	\$5,392,814,000	82	147	376	Northwestern Mutual	John Wright II	1885
2	Peachtree Planning peachtreepanning.com	5040 Roswell Rd., Atlanta, GA 30342 404-260-1600	\$2,038,705,672	51	97	167	Guardian Life Insurance Co., Park Avenue Securities	Darrell "Corky" Dawes	1987
3	Ashford Advisors Inc. ashfordadvisors.net	900 Ashwood Pkwy., #400 Atlanta, GA 30338 770-390-2600	\$1,242,000,000	26	46	71	Guardian Life Insurance Co., Park Avenue Securities	V. Thomas Purcell	1931
4	Capstone Financial LLC capstonefinancialga.com	3350 Lenox Rd. N.E., #1100 Atlanta, GA 30326 404-261-8900	\$1,206,045,197	20	87	113	MassMutual	Scott Greenfield	1886
5	The Piedmont Group thepiedmontgroups.com	1050 Crown Pointe Pkwy., #1800 Atlanta, GA 30338 770-551-3400	\$1,132,901,700	9	75	105	MassMutual	William McQuaid	2010
6	The Callaway Black Group Inc.³ northatlanta.nm.com	2859 Paces Ferry Rd. S.E., 1200 Atlanta, GA 30339 770-955-6611	\$936,676,500	20	69	144	Northwestern Mutual	Dwaan Black	2007
7	New York Life greateratlanta.nyoffices.com	3655 Brookside Pkwy., #400 Alpharetta, GA 30022 770-730-2000	\$625,560,500	20	163	32	New York Life	Puneet Seth	1890
8	Crescent Wealth Management crescentwealthadvisory.com	3630 Peachtree Rd., #750 Atlanta, GA 30326 770-431-1260	\$466,862,800	2	3	7	independent	Tim Wyrobek	2003

¹ Total production credits are life insurance commissions, disability income, and commissions from annuities and mutual funds, multiplied by 100. Figures are for 2021.

² Million Dollar Round Table (MDRT) qualifiers

³ Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company, Milwaukee, WI (NM) (life and disability insurance, annuities and life insurance with long term care benefits) and its subsidiaries. Securities are offered through Northwestern Mutual Investment Services LLC, a subsidiary of NM, broker-dealer, registered investment adviser and member FINRA and SIPC. NM is not a broker-dealer, registered investment advisers or federal savings bank.