



## **Inszone Insurance Services Expands Into Iowa, Enhancing National Presence, with Acquisition of Esquire Insurance, LLC**

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SACRAMENTO, Calif.--([BUSINESS WIRE](#))--Inszone Insurance Services, a rapidly growing national provider of commercial, personal, and benefits insurance, is pleased to announce the acquisition of Esquire Insurance, LLC, a respected agency headquartered in Denver, Colorado. This strategic acquisition strengthens Inszone's national footprint, expanding its ability to provide personalized service and diverse insurance solutions to clients across the United States.

Founded in 2007 by Brian Cook and Scott Ligouri and later joined by John R. Thomas in January 2021, Esquire Insurance, doing business as Loft & Co, has evolved from its beginnings in Iowa to become a significant player in the insurance industry with a team of 30 professionals with physical locations in three states. Initially focusing on personal lines, John played a pivotal role in expanding the agency into commercial lines, serving a wide array of clients, including contractors, restaurants, hospitality businesses, technology firms, and professional services. With a division catering to high-net-worth clients and substantial umbrella policies, Loft & Co has positioned itself as a provider of comprehensive insurance solutions.

Loft & Co is also known for its innovative approach, leveraging new technology and focusing on strategic partnerships. Through their Coverage Link product, they collaborate with partners—particularly credit unions and financial institutions—to offer co-branded insurance solutions and revenue-sharing opportunities.

"We are thrilled to welcome Loft & Co to Inszone," stated Chris Walters, CEO of Inszone Insurance Services. "Brian, Scott, and their team have built an innovative agency with a strong commitment to client service and technological advancement. Their approach aligns with our vision for the future, and we look forward to combining our resources to enhance service offerings and continue driving growth."

Brian Cook, co-founder of Loft & Co, shared his thoughts on the transition: "After navigating the rapidly changing landscape of the independent insurance industry over the past few years, we recognized the need to align with a partner who could provide the resources necessary for continued growth. Inszone has built what we were striving for, and their layered approach and appetite for the market align with our vision."

Scott Ligouri added: "The experience has been overwhelmingly positive. While managing multiple brands and locations can be challenging during such a transition, Inszone's support has been invaluable."

The acquisition allows Inszone to expand its offerings and provides Loft & Co's clients with access to a broader range of insurance carriers and resources. Clients can expect a seamless transition and continued access to personalized insurance solutions tailored to their unique needs, while also benefiting from Inszone's national presence and expertise.

As Inszone Insurance Services looks ahead, the company anticipates making further announcements of key acquisitions in the coming months, continuing its mission to provide outstanding insurance solutions to communities across the country.

## About Inszone Insurance Services

*Founded in 2002 and headquartered in Sacramento, California, Inszone Insurance Services is a full-service insurance brokerage firm that provides a broad array of property & casualty insurance and employee benefits solutions. With a strong, experienced management team, Inszone continues to grow organically and through acquisitions. With locations across California, Arizona, Colorado, Idaho, Illinois, Indiana, Iowa, Kansas, Michigan, Missouri, Nevada, New Mexico, Oklahoma, Oregon, Texas, Utah, and Washington, the company is looking to expand further throughout the United States.*

For more information about Inszone, please visit [www.inszoneinsurance.com](http://www.inszoneinsurance.com).

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