

## Independent broker Higginbotham adds JM Insurance Agency to group

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Beau Massengille, managing director, JM Insurance & Higginbotham

**Financial services group and independent broker Higginbotham has added Lebanon, Tennessee-based broker and employee benefits firm JM Insurance Agency to its group.**

The deal continues Higginbotham's growth strategy through partnerships with other independent agencies. It entered Tennessee in 2020 by joining forces with Lipscomb & Pitts Insurance based in Memphis. Today Higginbotham is the 20th largest independent broker in the US.

The company has appointed JM Insurance Agency president Beau Massengille as a managing director, and he will continue overseeing the JM Insurance's existing team and Lebanon operations.

"We're a client-centric agency that's driven by a mission to build trusting relationships," he said. "To keep those relationships for the long term, we deliver on customer service, and we're constantly looking for ways to provide more value. Partnering with Higginbotham gives us additional resources and services that otherwise would have taken us ten years to attain."

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