

Agency Checklists

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How To Acquire A Legacy Agency Without Erasing Its Identity

October 6, 2025 By Owen Gallagher



edford, MA – Risman Insurance Agencies has announced the acquisition of Garrett-Lynch Insurance Agency, a long-standing independent agency based in Somerville, Massachusetts. The deal marks

I V A Somerville Legacy Continues

The Garrett-Lynch agency holds a significant history in the Somerville area, having been originally founded in 1934 by the Garrett family. It became a second-generation business after Jay Lynch's father acquired it in the late 1970s, eventually handing control over to his children—Jay, Lynda, and David—in 2008.



True to its acquisition model, Risman has retained the Garrett-Lynch name, staff, and location on Highland Avenue. The three principals—Jay, Linda, and David—along with the rest of their team, will continue to work from the Somerville office, ensuring a seamless transition for the agency's loyal clientele.

A Seller's Perspective on a Modern Partnership

For the Lynch family, the decision was about more than just a transaction; it was about preserving a legacy. Jay Lynch emphasized the importance of Risman's commitment to the community:

“It was important to us, to our family, to our customers, to stay and have a presence in Davis Square and in the Somerville area because there aren’t many of us left... We’re looking forward to continuing to serve the Somerville community, which we’ve been a part of for over 80 years.”

In addition to maintaining local continuity, Risman is focused on bringing the agency into the “modern era” by updating its technology and systems. This investment has already contributed to increased customer retention rates since the acquisition was finalized.

Risman's Philosophy: Acquire Relationships, Not Just a Book of Business

Henry S. Risman, President of Risman Insurance Agencies, explained that his firm's flexibility and financial capacity are often what attract agency owners. The goal is to ensure that principals and employees continue with the agency, preserving the location and customer recognition they worked for decades to build. “We add cutting-edge technology,” Risman noted, stressing that modernization is key to long-term success.

summed up the guiding principle:

“We don’t just want a book of business, we want to acquire and keep the relationships that made agencies like Garrett-Lynch successful for almost a hundred years.”

A Philosophy Validated by Proven Excellence

Risman’s strategic growth and operational success are consistently recognized by the industry. The acquisition of Garrett-Lynch follows two other significant purchases in 2025: Healey Brothers Insurance of Barre and Crowley-Weaver Insurance Agency of New Bedford. Numerous accolades demonstrate the firm’s commitment to excellence, including:

- **MarshBerry MAX Performer Award Winner:** Risman was named the East Regional Winner of MarshBerry’s prestigious 2024 MAX Performer Awards, which acknowledge independent agencies for their solid financials, operational excellence, and world-class client service.
- **MAIA Five Star Agency Designation:** As the seventh agency in the state to receive this award of distinction, Risman maintains the exclusive **Five Star Agency** Designation from the Massachusetts Association of Insurance Agents (MAIA), signifying superior knowledge and service.
- **IIABA National Best Practices Agency:** Risman is part of an elite group of top-performing agencies nationally selected to participate in the Independent Insurance Agents & Brokers of America (IIABA) “Best Practices” Study Group based on its operational excellence.

Risman’s continued success demonstrates that rapid growth and a deep respect for local legacy can go hand in hand. By investing in the people and relationships that define an agency, Risman is building a scalable model that honors nearly a century of independent agency history.

Over \$100 Million in Premium and a Fifth Generation to Continue the Legacy

Headquartered in Medford, MA, Risman Insurance Agencies has been family-owned and operated since 1925. It is currently led by **fourth-generation owner Henry S. Risman**, who has grown the agency to over \$100 million in premium volume. The family legacy now continues into a fifth generation, with his son and son-in-law having joined the agency.