

Warner Pacific Completes Acquisition of Local Insurance Advisors

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WESTLAKE VILLAGE, Calif. — December 19, 2025 — Warner Pacific, a trusted national General Agency for brokers nationwide, today announced it has completed the acquisition of Local Insurance Advisors (“LIA”), a leading individual Medicare and health insurance advisory firm based in Oklahoma. The acquisition strengthens Warner Pacific’s geographic footprint in the Midwest and enhances the company’s growing Medicare and individual health insurance distribution capabilities.

Founded with a mission to simplify health insurance decisions for individuals across the region, LIA has established a trusted reputation for personalized support, deep product knowledge, and a strong commitment to service. As part of the transaction, LIA owners Tom Mays and Travis Branch will join Warner Pacific as Regional Vice Presidents, continuing to lead growth efforts across the Midwest and beyond

“This acquisition marks a strategic expansion of our presence in the Midwest and further enhances our ability to serve brokers and individuals navigating Medicare and other health insurance options,” said John Nelson, Co-CEO of Warner Pacific. “Tom and Travis bring extensive experience, strong relationships, and a deep passion for helping clients make informed health insurance decisions. We are excited to welcome them to the Warner Pacific team.”

“We built LIA to support individuals with clarity and care at every stage of their Medicare journey,” said Tom Mays, Co-Owner of LIA. “Joining Warner Pacific allows us to bring that mission to a larger audience and accelerate our impact nationwide.”

“We are energized by the opportunity to leverage Warner Pacific’s resources, technology, and carrier relationships,” added Travis Branch, Co-

Owner of LIA. "Our shared commitment to service and growth makes this a  strategic partnership and we look forward to leading continued expansion in this synergistic."

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With the addition of LIA, Warner Pacific continues to advance its strategy of broadening support for brokers and their clients nationwide. The acquisition further positions the company as a leading general agency partner in the rapidly evolving Medicare and individual health insurance markets.

About Warner Pacific

Warner Pacific is a nationally recognized General (GA) and consulting partner, dedicated to empowering brokers across the United States. With over \$10 billion in in-force premiums annually, servicing more than 80,000 in-force groups, and a team of 650+ professionals, Warner Pacific delivers unparalleled support and expertise. For over 40 years, Warner Pacific has provided comprehensive employee benefits solutions, compliance assistance, HR resources, and cutting-edge technology to insurance brokers and agents in Arizona, California, Colorado, Illinois, Iowa, New York, Ohio, Oklahoma, Texas, Florida, and Minnesota. As a top-producing GA for many of the nation's largest insurance carriers, Warner Pacific has forged strategic partnerships with over 180 carriers. Discover more at www.warnerpacific.com.

Warner Pacific is backed by Lovell Minnick Partners ("LMP"). LMP invests in growth-oriented companies and partners with leadership teams to accelerate value creation through organic growth and strategic acquisitions, positioning their businesses for long-term, sustainable success.

About Local Insurance Advisors

Local Insurance Advisors ("LIA") is an Oklahoma-based insurance advisory firm focused on individual health insurance and Medicare solutions. LIA supports individuals and families by providing guidance across the Medicare landscape, including plan selection and ongoing coverage support. The firm has built a strong presence in the Midwest through its commitment to personalized service and client education.

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