

Insights from James E. Skeen, Jr., President and CEO of Lockton Companies Inc.

Lockton Companies Inc., established in 1966, is the nation's largest independently owned insurance broker. With more than 1800 professionals in 13 offices, Lockton delivers a full array of Commercial Property/Casualty, Workers Compensation, Employee Benefits and Directors & Officers products and services. Lockton is a results-oriented company that focuses on its clients' needs and objectives. As a result, Lockton enjoys industry leading client retention and sustained growth year after year.

The company's San Diego office opened on September 23, 2002, headed by James E Skeen, Jr., President and CEO, who also serves on the boards of the San Diego Telecom Council and San Diego Venture Group. In merely 7 months, the office recruited a professional staff of 19 people—each with an average of 22 years of experience—and earned the right to represent a number of important San Diego businesses. Areas of emphasis include healthcare, construction, technology, restaurant chains, life sciences and manufacturing.

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It was clear that Lockton's San Diego office would need office space with ample room to grow. After Irving Hughes presented them with several options, Lockton chose a 9,000 square-foot space in the UTC area with an option for an additional 6,000 square feet. “In Irving Hughes, we found the ideal combination of superior technical and deal-making skills, a respected reputation in the market, solid preparation and follow-up. We are delighted with how they managed the process, educated us along the way and, most importantly, with the results achieved,” says Skeen.

“At Lockton, we're client advocates so we fully understand that there's an art to being an effective broker, optimizing terms and cost on behalf of the client. Irving Hughes delivered. They truly have their finger on the pulse of the market. We will not hesitate to contact them in the future, and we recommend them highly to the businesses we interact with each day.”

For additional information, please contact Jason Hughes at (619) 238-4393 or jasonh@irvinghughes.com.

Left to right: James E. Skeen, Jr., President and CEO; Tim Jablonski, Senior Vice President and Chief Operating Officer


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