

IN BUSINESS Las Vegas

Influence: Men & Women Who Make Things Happen

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For Russell Swain, insurance is a family affair.

Swain is president of the GLB Insurance Group of Nevada, formerly George L. Brown Insurance.

The Browns and my family have been partners for 45 years—my dad and George L. Brown III were 50/50 partners from 1960 on,” said Swain, a native of Las Vegas who joined the 64-year-old agency in 1988 and took the reins as president two and a half years ago. “I always planned on going into insurance. I started with Fireman’s Fund Insurance Co. in 1981 and worked under a special program designed for insurance agents’ sons and daughters in a two-year training program. In essence I went to the University of Fireman’s Fund, but I got paid to go.”

Swain said The GLB Insurance Group of Nevada has undergone two mergers in the last five years—with a third expected to be finalized by the end of the year—and has consequently grown from 15 employees to 40. The agency focuses largely on business-related insurance, it also offers other categories, such as personal insurance and life and health.

“I specialize in business insurance and meet a variety of different people and try to develop a plan to cover their assets and protect them from financial loss,” he said. “No one business owner is exactly the same, so you have some unique and interesting opportunities. You get to work strategically to set up an affordable insurance solution to protect clients.”

Swain is slated to become president of the Nevada Independent Insurance Agents and Brokers Association in 2007, a position that also seems to run in the family.

“We’re the only firm in Nevada to have a third-generation president of the Nevada Independent Insurance Agents and Brokers Association,” he said.