

LUNSFORD

A TRUSTPOINT COMPANY



Chas, Lunsford & Sons, 1902

The first and oldest insurance agency in Roanoke, est. in 1870

The history of LUNSFORD: A Trustpoint Company is just one factor in its success as a service business that has helped citizens in the mid-Atlantic region for 150 years. Established in 1870– it is the first and oldest insurance agency in Roanoke. Lunsford offers commercial, personal, life and health policies. Chairman Emeritus, Roy Bucher, said that his firm advocates for its clients by “trying to get them the broadest possible coverage with the broadest services available at the most economical price.”

When Charles Lunsford started his company, he delivered policies on horseback. The company has certainly grown from that point. Today, they have 60 employees whose expertise is reflected in their designations- Certified Insurance Counselors, Certified Property and Casualty Underwriter, Customer Insurance Service Representative, and Associate Risk Management. They handle accounts from Virginia to California.–“Lunsford is one of the largest independent insurance agencies in the state of Virginia,” said Bucher, who has been with this firm since 1977. “We have had some



Chas, Lunsford Sons & Associates offices, 1978

clients for four generations and our philosophy is ‘treat our employees and clients like we want to be treated. We are their supporters during their time of need.’ Lunsford merged with Trustpoint Insurance May 1, 2018.

Article by Sarah Cox