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Kevin Smith has been with The Graham Company since 1999 and currently serves as Managing Director. He has extensive experience in insurance and risk management, having previously worked with Fortune 500 accounts and multinational insurance programs. Smith manages a book of business with clients in real estate, construction, health and human services, manufacturing, and distribution. He has extensive experience in designing, implementing, and managing complex insurance and risk management programs. Smith is a sought-after speaker and published author on key issues in the risk management industry, including but not limited to captive insurance, international insurance issues, contractual risk transfer, and real estate portfolio insurance programs.

He also serves on the boards of the Delaware County Child Advocacy Center, a non-profit that focuses on the prevention and treatment of child abuse, and the Greater Philadelphia YMCA, one of the nation's leading non-profits strengthening communities through youth development, healthy living, and social responsibility. Smith graduated from Temple University with a bachelor's degree in business administration, with a dual major in risk management and insurance and human resource management. He holds the Chartered Property and Casualty Underwriter (CPCU) and the Associate in Risk Management (ARM) designations.