



## KEVIN D. SMITH

CPCU, ARM, Managing Director

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### Contact Information

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Kevin Smith joined The Graham Company in 1999 and is a Managing Director currently responsible for the firm's expansion into the Washington DC Metro Region. In that capacity he manages the production staff and new business growth in the region. He is also the leader of the Real Estate Industry Team and manages the firm's Group Captive. In 2009, Smith was appointed to The Graham Company's Management Committee and is a member of the ESOP Plan Committee.

In his previous roles, Smith led the firm's training and development of producers as well as the overall marketing and public relations for the firm. Prior to joining The Graham Company, he worked as an account executive for Sedgwick James of California, in its Global Accounts Division, where he was responsible for the day-to-day account management of several Fortune 500 accounts. Immediately prior to joining The Graham Company, he worked for The Chubb Group of Insurance Companies as a resource to field underwriters in the training and development of multinational insurance programs.

In addition to leading geographic expansion, 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. As the leader of the Real Estate Industry Team, Smith spearheads The Graham Company's involvement in several real estate industry organizations, including NAIOP Commercial Real Estate Development Association, Building Owners and Managers Association International (BOMA), Institute of Real Estate Management (IREM), Urban Land Institute (ULI), National Multi-Housing Council (NMHC).

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 treating the trauma 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.

