



# WILLIAM A. "BILL" GRAHAM, IV

CPCU, CLU, Chairman

**ACTIONS MATTER.®**

## Contact Information

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Bill Graham has been a member of the Philadelphia business community for more than 50 years. Upon graduating from college in June 1962, he joined his father's insurance agency as a Sales Representative and eventually became the sole owner in 1972. From 1970 to 1999, he served as President, and currently serves as Chairman. The Graham Company has provided clients with superior protection and peace of mind for half a century.

Bill is well known for his business savvy. He has grown the Graham Company from 6 employees with revenues of \$300,000 in 1972, to a team of over 180 employees and revenues of more than \$52,000,000. The company remains privately held today, while providing a full spectrum of Property & Casualty Products, Employee Benefits, and Surety Bonds for an elite client base. The Graham Company ranks among the largest agency/brokerage firms in the United States by revenue size.

In 2013, Bill was recognized by The Council of Insurance Agents and Brokers (CIAB) as one of the top "Game Changers" over the last 100 years. Bill was also honored by The Philadelphia Insurance Society as the 2013 recipient of the Society's prestigious Distinguished Leadership Award. The Award recognizes leadership and management excellence, commitment to the Philadelphia community, and most importantly, a history of advancing the local insurance industry.

The Graham Model is driven by continuous strategy and service delivered on a daily basis throughout the year. The unique blend of talented, driven people sets Graham apart. With proven track records in select industries, these professionals bring a strong understanding and confidence to their clients' business challenges.

Bill has supported innumerable charitable and social endeavors, including the William Penn Charter School and Bucknell University, among several others.



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VALUES



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INTEGRITY



COURAGE



TENACITY