

The Philadelphia CPCU Society Chapter Honors CEO of The Graham Company With Esteemed Franklin Award at Philly I-Day 2014

*--William A. Graham, IV is recognized for his outstanding contribution and achievement
To the risk and insurance industry in the Delaware Valley --*

PHILADELPHIA, PA – April 9, 2014 – [The Philadelphia CPCU Society Chapter](#) presented the 2014 Franklin Award to William A. Graham, IV, CPCU, CLU, Chairman and CEO of [The Graham Company](#), one of the Mid-Atlantic region's largest insurance and employee benefits brokers. The prestigious award was presented today at [Philly I-Day](#) – the Delaware Valley's largest educational and networking event for insurance industry professionals and students held at the Pennsylvania Convention Center. [Since 1983](#), The Franklin Award is presented annually to an individual or organization that has made an outstanding contribution to the property and casualty industry in the Delaware Valley.

[Graham](#) has been a leader in the insurance brokerage community since first joining his father's Philadelphia insurance business in 1962. After acquiring the firm from his father in 1972, Bill has grown the agency from 6 employees with revenues of \$300,000 to a team of 155 employees and revenues of more than \$40 million. In 2013, The Graham Company was ranked the 31st largest privately held insurance broker in the country by [Insurance Journal](#) and among the top five insurance brokers in the Philadelphia region by [Philadelphia Business Journal](#).

Graham is the Franklin Award recipient due in part to his longstanding vision of recruiting the most talented professionals from diverse industries, and then providing them with world-class education and training to develop the most outstanding insurance Producers, Account Managers and Claims Consultants. Against the norm of recruiting from within the insurance industry, Bill pioneered a non-traditional strategy that recruited attorneys, engineers and accountants and then formally trained them in insurance. The Graham Company was the *first* brokerage firm in the country to develop a formal Technical Development Department. This Department has an unprecedented *ten* employees dedicated solely to providing training, continuing education, continuous improvement, and quality assurance to the firm.

In 2013, Graham was recognized by The Council of Insurance Agents and Brokers (CIAB) as one of the most influential "Game Changers" over the last 100 years. Graham 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.

A showcase of regional talent and thought-leadership, Philly I-Day is presented annually by the Philadelphia CPCU Society Chapter and The Insurance Society of Philadelphia (ISOP) in collaboration with a volunteer committee that features representatives from RIMS Delaware Valley, the Brandywine Valley and Valley Forge CPCU Society Chapters and ISOP. At Philly I-Day, business leaders, executives and college students from across the region will focus on social, economic and financial trends that are influencing the risk management and insurance industries.

About The Graham Company

The Graham Company is an insurance brokerage and consulting firm committed to enhancing employee safety and business viability through an action oriented approach to risk management. In business for over 50 years, The Graham Company focuses on customizing property and casualty, surety, and employee benefits programs for its clients. With its uniquely proactive approach to managing risk, The Graham Company is redefining what it means to be a broker because it believes Actions Matter. To learn more about The Graham Company, visit www.grahamco.com

About The Philadelphia CPCU Society Chapter

The Philadelphia CPCU Society Chapter is a community of credentialed property and casualty insurance professionals who promote excellence through ethical behavior and continuing education. The CPCU Society is committed to providing resources, educational programs and Philadelphia CPCU Society Chapter leadership opportunities that attract talent and enable individuals to expand their technical insurance skills and business capabilities in order to improve the overall performance of the insurance industry while adhering to the highest ethical standards. To learn more about Society, visit <http://philadelphia.cpcusociety.org/>

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