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The Graham Company Announces New Hires to Support Client Portfolio Growth



PHILADELPHIA, PA – July 15, 2013 – [The Graham Company](#), one of the Mid-Atlantic region’s largest insurance and employee benefits brokers, today announces the appointment of Christopher Rieser and Brian L. Gilbert to Producer, and Kara C. White, R.N., J.D. to Claims Consultant. These three new employees will help service the firm’s growing client portfolio.

Rieser brings to The Graham Company 14 years of experience managing high revenue sales activity. As a Property and Casualty Producer, he will be responsible for creating risk management programs for organizations with complex operations and demanding insurance needs. Prior to The Graham Company, Rieser worked for Ricoh Americas Corporation as a Strategic Sales Account Manager. His accolades include being awarded the National Ricoh Sales Manager of the Year in 2010, seven-time Greater Philadelphia Elite Club Member and GE Excellence in Financing Award 2007-2011. Early in his career, Rieser held sales-driven positions at Aramark Uniform Services and Nestle Waters North America.

Gilbert brings 12 years of financial services experience to his new role as Property and Casualty Producer at The Graham Company. Like Rieser, he will be responsible for creating risk management programs for organizations with complex operations and demanding insurance needs. Prior to The Graham Company, Gilbert was a regional mortgage banker at Acre Mortgage and Financial; prior to that, he held positions as JP Morgan Securities Inc., BNP Paribas Securities, CDC IXIS Capital Markets and Morgan Stanley. Gilbert earned his Bachelor of Science from Rowan University’s College of Business.

White joins The Graham Company as a Claims Consultant, where she will leverage her unique combination of legal and medical expertise to support the firm’s claims division. Her 13 years of practicing law have provided experience in consulting, defending and mediating – skills that will benefit Graham’s aggressive claims division. Before joining The Graham Company, White served as an associate attorney at top Philadelphia firms, most recently at Burns White LLC, where her civil litigation was concentrated in medical malpractice defense of hospitals and nurses. White has gained recognition as a Pennsylvania Super Lawyer Rising Star in 2010, 2011 and 2012. Prior to her legal career, White applied her nursing degree at Mountain View Care and The Milton S. Hershey Medical Center. She earned her Bachelor of Science from The Pennsylvania State University and her Juris Doctor from Widener University School of Law.

“Christopher, Brian and Kara are each a natural fit to join the firm, not only for exceptional subject matter expertise, but especially because they demonstrated a commitment to client satisfaction,” said Ken Ewell, President of The Graham Company.

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