



Insurance Society of Philadelphia Honors CEO of The Graham Company With Distinguished Leadership Award

PHILADELPHIA, PA – November 21, 2013 – [The Insurance Society of Philadelphia](#) formally recognized the 2013 honoree of its prestigious Distinguished Leadership Award, William A. Graham, IV, Chairman and CEO of [The Graham Company](#), one of the Mid-Atlantic region's largest insurance and employee benefits brokers yesterday. The award, presented at the Independence Gala recognized Graham's leadership and management excellence, commitment to the Philadelphia community, and most importantly, a history of advancing the local insurance industry.



"We are honored to recognize an individual whose name is synonymous with success and philanthropy within our region," said Russell Shaner, President of Insurance Society of Philadelphia. "William Graham's vision – of investing in talented people, of training and mentorship, and of a commitment to customer service – has set a standard that continues to drive not only his own business, but that of the industry at large. We are simply better because of people like Bill Graham."

[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's unique leadership abilities and impact on the insurance industry are evidenced by the company he has built over the past 50 years. He brought his vision of creating one of the best companies to work for in Philadelphia to reality by making a commitment to investing in comprehensive training and professional development for employees and providing employees competitive benefits," said Ken Ewell, President and Chief Operating Officer of The Graham Company. "Bill understood early on that creating a great work environment not only results in happier employees, but ultimately better service for clients. It's a great honor for the company to see the leader who built one of the best companies to work for be recognized."

Bill Graham's vision was to recruit the most talented professionals from diverse industries, and then provide 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.

All professional employees must participate in six months of full-time, in-classroom training led by Technical Development staff. Producers then undergo a three-year, on-the-job training program in which a mentorship with a veteran Producer is a requirement. Beyond his commitment to employee training, Bill has also transformed client education processes. In an effort to simplify the complex insurance policy wording, and make it easily understandable for his clients, Bill developed standardized and copyrighted language to be used in insurance surveys and proposals. Bill's vision of making the business of insurance a true profession has raised the bar in the insurance industry in Philadelphia and nationally.

Over the past five years, The Graham Company has ranked among the top five on the *Philadelphia Business Journal's* annual list of Best Places to Work, earning the #1 ranking two years in a row and also a five-time hall of fame winner, most recently in 2013. The *Insurance Journal* also ranked The Graham Company as "One of America's Best Independent Agencies to Work For" in 2011.

Graham has supported innumerable charitable and social endeavors, including the William Penn Charter School and Bucknell University, among several others. This award comes on the heels of [The Council of Insurance Agents and Brokers \(CIAB\)](#) selecting Bill as one of the insurance industry's most influential players of the last century for his role in reforming insurance education and training.

About the Insurance Society of Philadelphia

The Insurance Society was founded in Philadelphia in 1901 with the primary purpose was to provide an arena for the exchange of ideas within the insurance community. A non-profit organization, the Insurance Society has grown considerably over the years and now offers a variety of courses and workshops that provide education to the insurance, legal and financial services industries. Our goal is to educate and promote professionalism in these 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

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