



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

PHILADELPHIA, PA – February 26, 2013 – [The Insurance Society of Philadelphia](#) announces 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. The award, presented at the Independence Gala on November 30, 2013, recognizes leadership and management excellence, commitment to the Philadelphia community, and most importantly, a history of advancing the local insurance industry.

[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 150 employees and revenues of more than \$38,000,000. In 2012, The Graham Company is ranked the 37th largest privately held insurance broker in the country.

Ken Ewell, President of The Graham Company, said, "To demonstrate Bill's unique leadership abilities, his profound impact on the insurance industry and community at large, we must first recognize the reputation he has built for The Graham Company as one of the best organizations in Philadelphia to work for. His commitment to professional education and training makes him a leader within the insurance industry, and beyond."



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 *seven* full-time 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 two-time hall of fame winner, most recently in 2012. 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.

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 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.

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