There are the right resources to get the job done and the wrong ones. Your clients deserve to have access to the best resources available, and so do you. Shouldn’t you expect more from your insurance partner?

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Henry W. Marsh
Brook: Co-founder, Marsh & McLennan
Henry Marsh had a longer career, from 1875 to 1952. He was made of. A hard-nosed, charismatic
and industrious man, he built a large book of business by working on his social network. After retiring in the society pages that AT&T's CEO
was going on a cruise. Marsh boarded
the ship without lookup and took a deck chair next to the executive. He
got the scoop.

Early in his career he could be
seen with Donald McLennan, one of his
companions. Both were known as
Guy Carpenter that same year and
subsequently became the firm's largest
client. At Marsh, McLennan
became chairman of
Marsh & McLennan. A new
business opportunity when the
Social Security Act of 1935 was
enacted, the firm began offering pension
services to employees. "Fred has the
unique ability to think clearly. "
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unique ability to think clearly."
William (Bill) Graham
Chairman and CEO, The Graham Companies
Bill Graham has been a leader in the
insurance industry for decades. He started
his career with Marsh in 1962. After
acquiring the firm in 1977, Graham grew the
division from six employees with revenues of
$300,000 to 200 employees and over
$100 million in revenues. He created
the concept of risk management and
created his own insurance firm.

Graham's vision was to recruit tal-
talents with a proven track record in
certain fields. He believed in
the hiring process and placed great
value on individual qualifications.

However, there was a
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