



AUGUST 6, 2018

NOTES FROM THE PLAYBOOK: OUR ROOTS

Those roots start with our leader, Bill Graham. Bill was recently honored with Ernst & Young's prestigious Lifetime Achievement Award – a recognition of the innovation, boldness and generosity that touches all who know him. In everything he does, but perhaps most recognizably in our transition to an Employee Stock Ownership Plan (ESOP), Bill is committed to perpetuating entrepreneurship. This honor is a beautiful reflection of his lasting impact – and a testament to his rich legacy that our employees work hard every day to deliver on.

Perpetuating entrepreneurship goes beyond business, it's an integral part of our focus on supporting the communities within each region we proudly serve. Through a hard-earned reputation for being relentless advocates for our clients, Graham Company has grown to be one of the largest insurance and benefits brokers in the country, and we never forget the responsibility to get involved. Our burgeoning Washington, D.C. office is active in the Greater Washington Board of Trade and Leadership Greater Washington. Each organization has a rich history of bringing diverse businesses and institutions together to foster collaboration, cultivate leadership and improve the Washington Metropolitan region. After doing business in New York City for decades, we founded a new office there this year, and are equally committed to community engagement.

Powered by Bill Graham's legendary action-oriented approach to risk management, our clients represent a robust list of well-managed, privately-held companies across the country. By sticking to our motto – Actions Matter – we're excited to keep expanding our physical footprint, while continuing to embrace Bill's passion for community service.



KENNETH EWELL

President & Chief Operating Officer

kewell@grahamco.com

The Graham Building Philadelphia,
PA, 19102

215-701-5281