

## 2013 Distinguished Leader Award Recipient



**William A. Graham, IV**  
**CEO**  
**The Graham Company**

Bill Graham has been a member of the Philadelphia business community for more than 50 years. After attending The William Penn Charter School in Philadelphia, where he was a member of the varsity football and wrestling teams, Bill went on to Bucknell University, where he majored in Economics and Accounting, receiving his BS in Business Administration in 1962. Bill was a member of the Bucknell Varsity Wrestling Team, and was Wrestling Co-Captain during the 1961-62 season. Upon graduating from Bucknell University, he joined his father's insurance agency (which was started in February, 1960) as a Sales Representative and eventually became the sole owner in 1972. He is now the majority owner.

From 1970 to 1999, he served as President, and currently serves as Chairman and Chief Executive Officer. The Graham Company has provided clients with superior protection and peace of mind for more than half a century.

Bill is well known for his business savvy. He has grown The Graham Company from 6 employees with revenues of \$300,000 in 1972, to a team of 150 employees and revenues of \$40,000,000. The company remains privately held today, while providing a full spectrum of Property & Casualty Products, Employee Benefits, and Surety Bonds for an elite client base. The Graham Company is ranked 68th among the 100 largest agency/brokerage firms in the United States by revenue size.

The Graham Model is driven by continuous strategy and service delivered on a daily basis throughout the year. The unique blend of talented, driven people sets Graham apart. With proven track records in select industries, these professionals bring a strong understanding and

confidence to their clients' business challenges.

Bill is currently a member of the Board of Trustees of Bucknell University and is on the Boards of Directors of the Independence Visitor Center Corporation; Guest Counts Hospitality; Xanitos, Inc.; Aspire Bariatrics, LLC, and the Advisory Board at St. Joseph's University Academy of Risk Management and Insurance. He was formerly on the Board of Directors of Animas Corporation (prior to its sale to Johnson & Johnson) and on the Shareholders Committee for Philadelphia Media Holdings (former parent company of The Philadelphia Inquirer and The Daily News).

Bill married Frances Robertson, an interior designer, in 1977. They have two adult children: Quint and Laura, and a granddaughter, Elizabeth.