

Arthur J. Gallagher & Co. has grown from one man in 1927 to one of the largest insurance brokers in the world with over 8,000 employees. This is a book about a business and a family that, by its example, defines integrity. It is a testament to the fact that business success comes from hardworking, honorable people who care about their clients. Jack Greenberg Former CEO & Chairman, McDonalds Corporation Many more decades of the century lie ahead. What makes Arthur J. Gallagher & Co. is its culture and its leadership pipeline. These are ingredients of longevity for a successful corporation. Ram Charan World-Renowned Business Consultant, Author, Speaker and Teacher I strongly believe that trust and a passionate belief in duty to the client should be the basis of our business. Its good to see The Gallagher Way continuing to show an outstanding example to the industry. Sir David Rowland Former Chairman Lloyds of London Arthur J. Gallagher & Co. has established itself as a shining example of how insurance and risk management organizations should function. Lawrence Brandon President Emeritus & Past Chairman, American Institute for CPCU, Insurance Institute of America This book is a must read for anyone in business who truly values the individual, whether a client or an employee. The Gallagher Way has stood the test of time. James J. O'Connor Former CEO Commonwealth Edison Platinum 400 Best Big Companies in America Forbes Magazine, 2004 & 2005

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