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When did McGraw Wentworth become part of Marsh & McLennan Agency LLC (MMA)?

December 28, 2012.

Why did MMA choose McGraw Wentworth?

MMA was looking for a high-performing group benefits firm to add to its presence in the upper Midwest. McGraw Wentworth's well-established presence in Michigan, strong leadership, service-oriented culture, and focus on employee group benefits were what attracted MMA's leaders to the firm.

Why did McGraw Wentworth choose MMA?

We wanted to provide continuity for our clients and employees for the long term and perpetuate the service model and mindset with which McGraw Wentworth was founded. We considered several options. In our search, we learned that joining MMA allows us to continue pursuing our goal of being the best group benefits consulting team in Michigan.

What is MMA?

MMA was created in 2008 as a separate operating subsidiary of Marsh Inc. Marsh is the world's leading global insurance broker and risk management advisor. Its MMA division was established primarily to serve the employee benefits and property and casualty needs of mid-size organizations. Since November 2009, MMA has been building its national platform by strategically acquiring high-performing insurance and consulting firms across the country.

What are the advantages of being part of MMA?

As part of the MMA enterprise, McGraw Wentworth clients and employees can leverage the expertise of other MMA offices in the areas of compensation consulting, international benefits, and human resources consulting, et al.

Similarly, other MMA companies can seek out McGraw Wentworth leaders, experts, specialists and consultants to assist their clients.

McGraw Wentworth clients will continue to receive the same proactive, timely, and personal service they have come to expect from us. In addition, our clients now have access to Mercer and Marsh's industry expertise, resources, global markets and virtually any risk management product they could need.

Overall, joining MMA allows McGraw Wentworth to keep its leadership, operating model and its culture in place, while adding the support and resources of the world's leading insurance broker and risk management advisor.



Who runs MMA?

David Eslick is chairman of Marsh & McLennan Agency LLC (MMA). David has nearly 30 years of experience in the insurance industry, most recently with USI Holdings. David led USI's expansion through acquisition over a five-year period. You can read more about David Eslick on the MMA Website.

Will the leadership team change at McGraw Wentworth?

The leadership and the culture of McGraw Wentworth are two of the things that appealed to MMA. The existing executive team will remain, providing continuity in vision, service and day-to-day management including:

- Thomas P. McGraw, President
- William D. Wentworth, Vice President
- Rebecca A. McLaughlan, Managing Director
- Julie Truskowski, Assistant Managing Director

Where is MMA headquartered?

MMA is headquartered in White Plains, New York.

Will there be any changes to my McGraw Wentworth client service team as a result of this acquisition?

We expect no changes to our current operating structure. There will be very few if any changes to the day-to-day routine of McGraw Wentworth employees and your interactions with your account director, account manager and plan analyst will remain unchanged. And now clients will have access to an extensive array of capabilities and resources from Marsh and its sister companies including Mercer, the global leader in human resource consulting.

Will McGraw Wentworth be expanding beyond its focus of providing group benefits to mid-size employers primarily headquartered in Michigan and the Midwest?

We will continue to focus on our strengths and our mission which is to provide mid-size employers with strategic group benefits planning and advice. The benefit of joining the MMA network of agencies is that, as needed, we can access more resources to service our clients who may need international benefits expertise, actuarial services, HR consulting.

Where can I find out more about MMA?

www.marshmclennanagency.com