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When did Great Lakes Employee Benefit Services become part of Marsh & McLennan Agency LLC (MMA)?

February 1, 2014.

Why did MMA choose Great Lakes Employee Benefit Services?

MMA was looking for a high-performing group benefits firm to expand its presence in Michigan and the upper Midwest. Great Lakes' 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 Great Lakes Employee Benefit Services 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 Great Lakes was founded. We considered several options. In our search, we learned that joining MMA, and combining with its local office of McGraw Wentworth, 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 LLC. 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, Great Lakes 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.

Great Lakes 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.

The MMA structure allows us to combine with an organization that shares our "client first" service approach and emphasis on providing a supportive workplace, 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.

Where is MMA headquartered?

MMA is headquartered in White Plains, New York.

Will the Great Lakes name change?

Yes. We are now part of MMA's local office operated by McGraw Wentworth.

Our letterhead, et al. will reflect this name change when the Great Lakes team relocates to McGraw Wentworth's headquarters in Troy, Michigan.

Will the leadership team change at Great Lakes?

The leadership and the culture of Great Lakes are two of the things that appealed to MMA. The existing executive team will remain, working together with McGraw Wentworth leadership to provide continuity in vision, service and day-to-day management.

Great Lakes leadership includes:

Joe Coan, Account Director, McGraw Wentworth
Jim Scoggin, Account Director, McGraw Wentworth

They will be joining these leaders at McGraw Wentworth:

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

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

While we are changing our name and combining facilities, there will be very few changes to the day-to-day responsibilities of Great Lakes employees and your interactions with your client service team 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.

Where can I find out more about MMA?

www.marshmclennanagency.com

Where can I find out more about McGraw Wentworth, MMA's Michigan office?

www.mcgrawwentworth.com