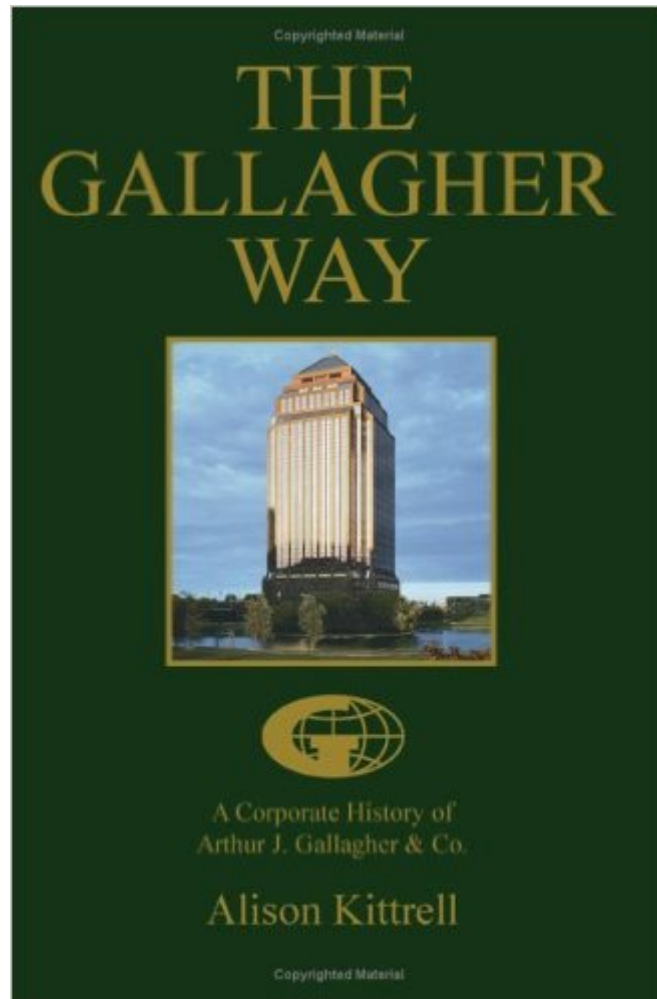


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# The Gallagher Way: A Corporate History Of Arthur J. Gallagher & Co.



## Synopsis

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 GreenbergFormer 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 CharanWorld-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. It's good to see The Gallagher Way continuing to show an outstanding example to the industry."Sir David RowlandFormer ChairmanLloyd's of London"Arthur J. Gallagher & Co. has established itself as a shining example of how insurance and risk management organizations should function."Lawrence BrandonPresident 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'ConnorFormer CEOCommonwealth EdisonPlatinum 400 Best Big Companies in AmericaForbes Magazine, 2004 & 2005

## Book Information

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Who would think that a story about an insurance company could be interesting? Well, this one is, for a variety of reasons. First of all, it's an inspiring story about how a guy gets a company going....right through the Great Depression. Secondly, its about how a company can stay entrepreneurial even as

it passes the \$1B revenue mark. Finally, it includes very specific elements of the core doctrine that those within the company also call "The Gallagher Way." This is a must-read for anyone who is looking for good examples of strong company cultures that build lasting companies.

I did not mean to order this pointless book, and tried to cancel it multiple times but it still came to through. A worthless waste of my money.

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