



Insurance | Risk Management | Consulting



June 4, 2018

Dear College Graduate;

Congratulations on your achievement! As you embark on your career, I offer you this advice. Since you will spend the majority of your life in the workforce, be thoughtful in your search. Choose a career path that aligns with your current strengths, while also offering you avenues for growth, learning and advancement. Look for thriving, innovative companies with strong and ethical cultures. And exercise patience early in your career—take on challenges, work hard and allow sufficient time to see things through.

You have an opportunity to make a difference in your career and your community. Insurance is a purpose-driven industry, and you could help us make a positive impact on individuals, businesses and communities around the world. Insurance protects against disasters, thefts and reputational risks; works with clients to minimize loss exposures; and provides support to those who are ill, injured or disabled. Our industry is also socially responsible—supporting a vast array of charitable and environmental causes and actively giving back to our communities.

This is an exciting time to be joining the insurance industry — a growing and competitive industry that constantly introduces innovative products, service and risk financing solutions to the marketplace. If you are a creative thinker who takes the time to truly understand your clients' unique challenges and needs, your opportunities are limitless. In fact, I consider this the greatest business on earth!

Globally, insurance is hiring and you can find a rewarding career in our industry. Gallagher is steadfast in our commitment to attract the best and brightest talent to our organization and provide you with outstanding professional development opportunities. This includes our Gallagher Summer Internship Program (GSIP), which began with a single intern back in 1965. Today, more than 400 college sophomores and junior participate in GSIP annually on a global basis. This comprehensive, “learn by doing” program not only provides a well-rounded and challenging learning experience, it leads many qualified interns to immediate employment opportunities at Gallagher.

For more information about our company and the opportunities we provide, please contact us at <https://jobs.ajg.com/>

We wish you the best and hope you will choose insurance as a career.

Sincerely,

A handwritten signature in blue ink that reads 'J. Patrick Gallagher, Jr.'.

J. Patrick Gallagher, Jr.
Chairman, President and Chief Executive Officer
Arthur J. Gallagher & Co.

#OpenLetterToCollegeGraduates
#InsuranceCareersMovement