
NEWS RELEASE

Former Hilb, Rogal & Hobbs (HRH) Executives Join Dawson Companies as Senior Advisors

Cleveland, Ohio, December 21, 2009

D. Michael Sherman, Chairman and CEO today announced the expansion of its senior management team with the addition of **Walter L. Smith** and **Peter E. Marcia**.

Sherman said, "With the expansion of our senior management team, we have brought to Dawson some of the most experienced leadership talent in the industry. As we accelerate our future growth plans we want to be the firm of choice for clients, professional talent, and like-minded partners in the industry. Both of these gentlemen were significant members of the management team at HRH, driving acquisition and employee benefit success, and we expect they will be no less impactful at Dawson in the future."

Walter L. Smith, formerly General Counsel, Secretary and Compliance Officer of HRH says of Dawson, "I am excited about the opportunity to join Dawson's management team. Dawson's focus to create the best mid-market broking firm was Bob Hilb's ultimate mission at HRH, which grew from \$30m to \$800m during my career."

Peter E. Marcia, former National Benefits Practice Lender at HRH, states "Dawson is committed to its brand promise: *World Class Advice. Local Advisors*. Marcia continues, "Our brand promise speaks directly to clients who expect and will receive "best in class" service and advice that Dawson brings to the marketplace today."

Mr. Smith and Mr. Marcia will establish Dawson's newest office in Richmond, Virginia, and will report directly to D. Michael Sherman, Chairman and CEO.

ABOUT DAWSON COMPANIES

Since 1931, Dawson Companies has grown into one of America's leading insurance and financial services brokerage firms. Offering commercial insurance for all types of businesses, Dawson specializes in Property & Casualty Insurance, Surety Bonding, and Employee Benefits and is continually ranked as one of the top 100 brokers in the U.S. (*as ranked by Business Insurance magazine, based on 2008 revenue*). Dawson Companies is a full-service, independent agency system that provides products and services from offices throughout Ohio, Florida, and Virginia and employs 200 insurance and benefit professionals. Clients range from Fortune 500 corporations, to privately-held businesses, non-profit agencies and healthcare institutions, to professionals and their families.

Dawson's specialty services include:

- Commercial Property and Casualty
- Surety Bonding
- Employee Benefits
- Personal Insurance

To learn more visit www.DawsonCompanies.com