



# YBAC PIPELINE

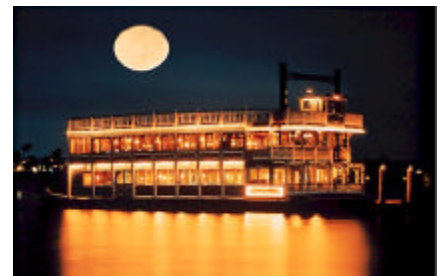
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## Back & Forth: A YBA Conference Perspective

OAKLAND—The year was 1979. The city was San Diego, California. The place was the Bahia Hotel. The event was the Fifth Annual Young agents Conference. The Young Agents Committee Chairman was Wayne M. Partee. The conference was the largest yet. Next year, 24 years after the 1979 conference, young agents and brokers will return, not only to San Diego, but also to the Bahia Hotel. This will be the third young agents conference held at this location. The reason this one is special is because the chairperson is Wayne's daughter, C. Lou Partee. She has become the first "legacy chair" of the YBA Committee. While Wayne is very proud that Lou followed him into the business his father entered in the early 1950s, he is equally proud that she has taken the time to give something back. "Our agency has always been involved somewhere with something trying to give back to our community, our industry or in other areas where we see a need," said Lou. "When I joined the YBA Committee, I didn't believe much my Dad told me about being chair. I thought he was just spinning tales. But, when I got to Oakland for my very first committee meeting the 2000 committee handed me an article on the 1979 conference chair. There in black and white was a picture of my Dad, chops and big bushy mustache! From that point on I knew I wanted to be chair someday," said Partee. Lou was happy when the committee agreed to hold the 2003 conference not only in the same city but utilizing the same hotel as well. "It's hard not to laugh and want to share jokes with the committee, jokes that would make no sense to them at all, as I remember stuff my Dad told me about his conference." Wayne was known for telling his conference attendees they could not go on the scheduled trip around the bay on the quaint little Riverboat, the Bahia Bell, due to the fact that the US Navy (located right across the bay) sunk the Bell. Lou wonders how she can incorporate this into her conference especially since the Bell is "once again" traveling the bay on regular trips.



## Note From The Chair

OAKLAND—I am proud to be writing all of you for the first time as the 2003 YBA Committee chair. I think this will be a great and productive year, both in insurance and for the 2003 committee. The committee will be meeting soon to begin building the groundwork for our conference in San Diego. At this point we are sure of three things—first, it will be in San Diego. I chose this venue because my father, Wayne Partee, had the YBA Conference in San Diego in 1979 when he was chair. Second, it will be at the Bahia Hotel. Soon enough we will announce when to start booking rooms. The Bahia will take our registrations online. In the meantime you can check it out at [www.bahiahotel.com](http://www.bahiahotel.com) and take a virtual tour! And, last but not least, it will be BEYOND FUN! This year's committee consists of Vice Chair Rob Weidert and committee members Robyn Holt, Jenn Thuma, Mike DuPont, Jeff Lang, Scott Taylor and Mitch Belter. I believe I am extremely lucky to have such a dynamic team! See you all in San Diego. *C. Lou Partee, AIS, 2003 YBAC Chairperson*

## Reno Round-Up Wrap Up!

RENO, NV—Once again the Young Brokers and Agents Committee pulled off a great conference! Chairperson Jim Hunnicutt chose a great venue in a special location, the Silver Legacy in Reno. "We held it in Reno this year because it would be cost effective especially in such a tight market," said Hunnicutt. The annual Young Agents and Brokers Conference was a success despite the market and the hard times affecting most everyone. There was a turn out of approximately 200 people, and there was something for everyone to learn and something fun for everyone to do. As usual the conference offered classes throughout the day Thursday, Friday and Saturday. This year's event offered 17 CE credits, four of which were life and health. The evenings were filled with fun—Thursday night's opening party came with dueling slot machines and lessons on how to play craps as well as black jack. Friday night was fun and festive as the committee and many others dressed up and took us back to the time of Miss Kitty and Lonesome Dove. Lou Partee and Jenn Thuma taught line dancing, and everyone had a generally good time. Saturday was spent recovering and of course learning. The conference closed with a great Parrot head party at Rum Bullions (an island paradise right in the middle of the casino) to kick off San Diego. Thanks to all the sponsors and participants for making the 2002 Conference a great one.

## Wilson, Newman Receive Top Awards During YBA Conference

OAKLAND—Two prestigious awards presented recently at the Young Brokers and Agents Conference in Reno will help

worthy recipients attend future events. Presented to Brad Wilson, president, Wilson Insurance Agency in Chula Vista, the Ronald Lee Wilson Award was created by Bill Wilson in memory of his son and has been presented each year since 1980 to the “most outstanding young broker or agent” from California, Hawaii, Nevada or the Pacific Northwest. “The committee decided on Wilson because of his long time commitment to not only the insurance industry but to his community,” said YBA Committee Vice Chair C. Lou Partee, AIS. “Wilson will be a good example to other young agents at the upcoming Independent Insurance Agents and Brokers of America (IIABA) Legislative Conference in Washington, DC. Established in 1995, the Harlan Miller Scholarship was created in honor of Miller for his past service as IIABA president. “It was hard to choose from many worthy candidates, but the committee came to the decision of Jeff Newman based not only on an impressive political background but on a personal recommendation,” Partee said. In 1992, Newman started the Los Angeles Young Agents Committee and was chair for six years. He was also on the state Young Brokers and Agents Committee for three years and chaired that committee for one year. He is the immediate past president of the Los Angeles Association. He currently is serving his third year on the national Young Agents Committee and serves on the IBA West Board of Directors.

### State Fund Exec Defends Broker Role At YBA Address

RENO, NV—State Fund President Ken Bollier defended the role of brokers in the delivery of workers’ compensation insurance during a recent address at the Young Brokers and Agents Conference in Reno. During the address Bollier provided an overview of the broker role in the state’s largest workers’ comp insurer saying at one time there was a great “we versus them and us versus them” for 80 some years between the State Fund and the agent and broker community. “We wrote all our business directly, brokers and agents brought a significant amount of it, but it always came, you know, through somebody else—they were referred to our districts, they were referred to the county, and we wrote the business.” In 1993 State Fund signed an agreement to begin a formal relationship with the agent and broker community. “That evolved to the situation that you now find yourselves in where, since January 2000, I believe, we do not have a direct sales force at all,” Bollier said. “We are totally agent- and broker-driven. And that will continue.” Read Bollier’s complete remarks: <http://member.ibawest.com/pdf/Articles/ybackenbollier.PDF>.



### To Our Valued YBA Conference Sponsors

OAKLAND—We can’t thank you enough for your generous sponsorship of our 27th Annual Young Brokers & Agents Conference, featuring our largest ever group of first-time YBA attendees! This year 53 percent attended their first conference, which spells great things for our event in the years ahead. We know you make such important investments very carefully, and we are proud that our conference warranted your support. Attendees said this conference was one of our best ever. We couldn’t have done it without you! We will show our appreciation with “Thank You” ads in *Insurance Journal* featuring your firm and the entire list of our valued conference sponsors. We hope you are already making plans for your sponsorship of the 28th Annual IBA West Young Brokers and Agents Conference, June 5-7, 2003 at the Bahia Resort Hotel in San Diego. Lou Partee, chairperson of the 2003 IBA West YBA Committee, will contact you soon with suggestions to help you maximize your YBA Conference participation.

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