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Bulletin

INSURANCE BROKERS AND AGENTS OF THE SAN FERNANDO VALLEY

MESSAGE FROM THE PRESIDENT



I hope everyone is enjoying their summer spending some personal time with friends and family after the 7/1

grind!

With the date that always looms over every broker's head comes some good news for employers and Workers Compensation. The Workers Compensation Action Network, or WCAN, pointed out the new round of double-digit decreases that we are seeing with most of the Workers Comp carriers. These decreases are evident that the Workers Comp reforms are working and that market conditions are improving. With bills in the senate like SB 899 being passed employers are seeing relief with their bottom line costs.

California has been fortunate enough to have at least 2 new carriers enter the market since last year. IBA West is a very big supporter of the reform in California and has spent the last year and a half raising funds for the California Advocacy program. IBA's grassroots efforts continue to make these changes possible.

I had a chance to get away and attend the 30th annual Young Brokers and Agents conference in Palm Springs. This was my fourth year attending this conference and every year continues to deliver great classes with up to date industry topics; great networking receptions, and of course the location wasn't too shabby either. This is definitely one conference you must attend.

There are many more events coming up in the next month. Please look out for information on our Sizzling Summer Mixer and our next General Meeting.

On a side note I thought I would share with the members an expression a friend of mine told me that I thought was not only funny but also very true.

"I never met a man I didn't like" – Will Rogers

"I never bought an insurance policy I didn't resent paying for until I needed it." – Anonymous

Take Care,
Jodie Hyams
President

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ATTENTION ALL BOOSTER MEMBERS

Would you like to showcase your company and reach out to our entire membership?

Contact
Marian at
ibasfv@adelphia.net
Or call
818-994-7455
For details

IBA GOLF DAY 2005



Here is the Reader's Digest version of our June 3rd IBA SFV Golf Day...huge trophies, beautiful day, great golf and the ability of getting Jodie out of the beverage cart being as likely as her remaining quiet when adjacent to a tee box... just not going to happen.

Actually there are other exciting details that need to be mentioned. First and foremost, Jack Hasbrouk of Zenith aces #14, a 209 yard uphill par three with the pin stuffed all the way in the back of the green! Incredible shot Jack, congratulations! Only problem is you have about 120 of your closest friends waiting for their drinks. Beware, as those aces can be very expensive.

Congratulations go to our FIRST place finishers, with a net 57, the group from Team Solutions, which included Don Eddings, Welby Boles, Kenny Gill and Brian Zinni. Way to go guys! Second Place went to Todd Tyni, Curt Witeby, Nelson Sanesi and Doug Fyfe who won in a card-off against our third place finishers Doug Waters and Bucky Buchanan from American Restoration.

In addition to Jack Hasbrouk's hole in one, the other closest to the pin winners were Dan Greene, Bruce Haapala and Bob Moses. The longest drive contest winners included our own Melissa Phillipp and Jett Abramson and their drives

were huge!!! There were other triumphs as well. Scott Holman won the chipping contest and Barbara Zimmerman won the grand prize raffle. Congratulations to you all!

A big hearty thanks goes to our ***Premier sponsors***, who not only made this event possible with their generosity but have made it one of our standout events as well. Your support aids the association in order that we can serve our members, our industry and our community as effectively as possible. Special thanks to Derek Borisoff and his team at **Monarch E & S**, our Gold Sponsor, who has continued to support our chapter at virtually every opportunity. We are also thankful to American Restoration and Swett & Crawford both of whom have continued to endorse and participate in many of our events. Remember to utilize the services of these fine companies that truly

support our association and the independent agency system.

We also thank all of you that gave assistance at the check-in table, registration, putting and chipping contests, the awards ceremony and the raffle prizes and certainly to the excellent staff at Robinson Ranch who made our day all the more enjoyable. We are glad that you chose to spend your day with us and we look forward to your continued involvement as we strive to improve on the event each and every year. Keep it in the short grass and have a great summer!

Tom and Jason



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On Wednesday, June 8th, my employer, Scanlon-Guerra, - Jacobsen & Burke Insurance Brokers, opened their doors to approximately 25 students from Monroe High School Invest program, led by the motivating teacher, Mr. Todd Tyni. When I was first approached by Dave Kern about the visit, we all were a bit hesitant. Luckily the owners were very excited about the idea. It started out with the bus pulling into our parking lot and the kids piling out- through the office – into the kitchen. We had a sign made up that said “SGJB Insurance Brokers welcomes the Monroe High School Invest Program”. I think this made each of them feel important. My co-workers were very helpful when I sent an email asking for help from each dept. I would like to personally thank Jim Scanlon (CEO), Mari Rezinias (COO), Rob Bumgarner (CFO) Harris Pinsky & Paul Gibson (sales dept) Larry Estes (Life Dept) Martha De La Cruz (Claims); Teresa Van Dyke (Benefits); Chris Long (Systems) Roxanne Drury (HR Dept) and Gina Meyers (medical malpractice) who took time out of there busy schedules to talk to the kids. Luckily with all our speakers we were able to keep the students interested in our

speeches. We ended the morning with a “pizza” lunch that was enjoyed by all. After lunch our COO, Mari Rezinias, gave the group a tour of our beautiful, new offices. We ended the event with group photos and off they went on the bus.

Below are short words of encouragement that several of the ones who spoke wanted to relay to each student:

Jim: I wanted to communicate that this is a wonderful business with low barriers to entry. Meaning that anyone who is willing to be honest, work hard for the customer and always put the customer ahead of their personal agenda will be very successful in this business. I think that is what we have been doing at SGJB since our inception. Further, I wanted to tell them that I have made it in this business and I am a valley boy, raised in Reseda and attended local schools. So I am not unlike any of them.

Rob: The importance of education, although college is not always the option for everyone. The first impression you give to a prospective employer, your appearance, and eloquence with which you speak. And to use your current teachers as a sounding board, and for advisement... they got into the field they are in to help young adults, not hinder them from success.

Mari: When I met with the group at Monroe a few months ago I told them that they need to make a good first impression on an interview. You

have to act and look professional, ask lots of good questions, and learn something about the company before you go to the interview.

Roxanne: A good work ethic is what earns you respect in the work place, gets you raises and promotions, gives you personal satisfaction and is a person who is very valuable to an employer. You want to always be giving your best, doing your best and not just when your employer is looking, but all the time. That’s called integrity. That’s called having a good work ethic.

Paul: The further you go with school, the more options you will have later: Options for how much money you will make, how much time you’ll have to spend doing what you like, and the most important option of all: Being able to find a job doing what you really enjoy.

Harris: I wanted to convey to them that though there can be a lot of rejection in sales, there also can be a lot of satisfaction & reward-both ego gratification & financially & they can have fun & satisfy their curiosity by solving risk problems.

Larry: Financial planning was not a subject offered to students forty years ago when I was attending James Monroe H.S. Today financial planning is one of the fastest growing segments in the financial services industry. It covers everything from wealth accumulation an asset management to estate preservation and distribution. The job opportunities are endless in this very self-rewarding field of helping peo-

ple reach their financial goals and objectives. "Monroe Viking graduating class of '65"

Martha: Believe in yourself! You are all-equal and can achieve what ever you want in life. Don't give up on your dreams. Set goals and remember, success is being the best you can be where you are at.

Gina: One of the most important lessons I have learned in my life and I learned early on from my Mother (*yes, my Mother*) which was also maintained by my Teachers and that is: "Don't do a job half way", give it your all - everything you have, take pride in it and work it from A to Z. You may not always like or enjoy what you do, but if you are to do something - do it well. That is one of the principals I have always kept and I believe has made me successful in life.

Anyone who is interested in spending a short amount of time talking to the students of the INVEST program will definitely find it rewarding. Please contact me at cbingham@sgjb.com



A POLITICAL SMORGASBORD



As the association political chair, I had the opportunity to attend two political events in June. The first was a fundraiser for Assemblyman Keith Richman as he pursues the elected position of State Treasurer. The Treasurer serves on the board of the Public Employees' Retirement System and the State Teacher's Retirement System. Also, the Treasurer finances much of the infrastructure within the state. Both of these areas have been a focus of his during his tenure in public office.

The next event was a fundraiser for Congressman Brad Sherman at Kathy Riordan's ranch in West Hills. The Congressman sits on the financial services committee in congress, which has recently been given the SMART Act introduced by Congressman Mike Oxley. The State Modernization and Regulatory Transparency Act. This Act modernizes the current state insurance regulation to allow for more uniformity so that brokers and agents can more easily get licensed in all states and insurance companies are able to get new products approved without dealing with different state rules. The Act however, avoids the need to create an optional or mandatory federal regulator. You can read more about this legislation on the Big It's website at www.iiaba.org.

You may recall, my last arti-

cle was on the national political action committee, InsurPac. I would like to thank the people that have since donated to help us reach our goal of \$4,400. I know that we are asking for a lot of money from you to be used towards political action, but I thought you would be interested in some additional statistics.

- Most associations ask that you give .5% of your salary to political action committees.
- The largest and most visible political action committee in California is the California Dental Association with over \$2 million a year raised from just California dentists. In contrast, InsurPac received just over a million for the first time last year. This is from all of the insurance agents in the nation, not just California.
- When was the last time you heard about legislation that could impact the dental occupation? In contrast, insurance agents and brokers are fighting multiple battles in California and nationally.

I encourage all of you to use the enclosed form and contribute whatever you can to protect our interests. Even \$5 can make a difference when it is all added up.

Steven Young

SENIOR AWARD NIGHT AT MONROE



Monroe High School hosted their annual senior awards night on Thursday, June 7th.

Marian Jocz and Dave Kern were on hand to present two scholarships in the amount of \$250 each. Todd Tyni (Monroe Instructor) recommends to the board who he feels has earned the scholarships. On behalf of the IBA-SFV, I would like to congratulate Stewart Marroquin (Bernie Lewis Memorial Scholarship) and Vicki Sanchez (IBA-SFV Scholarship) as this year's recipients. Both Stewart and Vicky will be attending Pierce Jr. College this coming fall semester.

A reminder to the association: If you are in need of hiring potential entry level employees, contact either Todd Tyni (Monroe H.S) or Dan Loscos (Sylmar H.S) or Cheryl Bingham (cbingham@sgib.com).

Both programs will be contacting us shortly regarding fall schedules to line up speakers. If you have an interest to speak, please email Cheryl Bingham.



CASINO NIGHT 2005



This year we moved the event to Sportsman's Lodge's Starlight Ballroom. There were awesome raffle prizes! Thanks to our sponsors we gave out, two iPod shuffles, a DVD Player, Digital Camera and many other great prizes. Everyone enjoyed black jack, craps and roulette while dancing to tunes played by Stan Bush. I know I caught several of you belting out tunes with him and dancing in your chairs!



We couldn't do this event without our sponsors, so I want to send Big thanks out to all of our sponsors that night

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We want to change the venue again next year, so if any of you have any ideas for a new venue for this annual event, please let me know at dawna@lbwinsurance.com.

Thank you to everyone who came out again to support our local associations!

YOUNG AGENT CONFERENCE IN PALM SPRINGS WAS A BLAST!!

As a first time attendee I found the conference exhilarating. The resort picked by Jeff Lang and his team was beautiful, the weather was perfect and the environment was festive. I was able to soak in some sun and still managed to soak in a little information about business income.

There was a great variety of classes and forums to choose from. My favorite was the political panel, it was very interesting hearing from those on the forefront. I learned about how they view the correspondence we send them. For instance, they prefer that whenever we address an issue with them that we use our own words and not form letters. This is something to keep in mind next time we are trying to get our view across. Mere numbers only make a narrow point. If we take the time to be personal and specific, our representatives will stop and take notice.

Besides the education and information tracks, there was a lot of fun to be had at the convention. During the day on Thursday the golf tournament took place, and although I cannot recall the first place winners, I would like to send a special congrats to Nelson and the rest of the Red Jacket crew for placing second!! Thursday night there was a first timer's reception and then a general mixer that included a Toga preview to give us ideas for the next evening.

Friday night was by far my favorite evening. Jeff and his team had brought out the Spazmatics from the valley to entertain us. They were better than ever! Everyone was having such a great time the band had a hard time getting away! Saturday the event closed with a Texas Hold'em tournament. Since I didn't make it past the first table, I have no idea who won, but the event was fun!

Next year the Young Agent Conference will be held at La Quinta Resort, and is sure to be memorable! So, if you like to mix a lot of fun in with a little business, take it from this first timer, and GO!! Don't miss another year! Believe it or not insurance people know how to combine good information with a lot of fun!! I made some great contacts and many great friends!



See you all at La Quinta in 2006!!



How many things do we do in our lives where we can say that? It only takes about one hour to donate blood and, each time you do, you have the potential to save not only one life, but up to three lives. Over 16 million units of blood are transfused in the United States each year, and you can help provide this "Gift of Life."

The IBA-SFV is sponsoring a blood drive at Kaiser Permanente in Woodland Hills on Thursday, September 8, 2005 to show how much the members and associates care about their community. Please come and donate. We will be taking donors from 8am to 4pm. The Woodland Hills Medical Center is located at 5601 De Soto Avenue, Woodland Hills, CA 90067, and the Blood Donor Center is located on the Lower Level, Entrance 4. Call (818) 719-4329 to make an appointment. If you have any questions about who can donate, medications, etc, please call Erwin at (818) 719-2397. If he is not in, please leave a message and he will get back to you.

OFFICERS 2005

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Schedule of events



Aug:

- 1 – Executive Board Meeting
- 3 – Board of Directors Meeting
- 11 – Sagebrush Mixer

Sept:

- 8 – Blood Drive
- 12 – Executive Board Meeting
- 14 – Board of Directors Meeting
- TBD – General Meeting

Oct:

- 3 – Executive Board Meeting
- 5 – Board of Directors Meeting
- 8 - Agents vs Boosters Softball Game and BBQ

Visit our web site @
www.IBASFV.com

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