

## Stuart P. Young

*Executive Vice President, USI*

**Years in Present Position:** 4 years with USI

**Current role at CPCU Society:** Member

**Alma Mater:** Weber State University

**Degrees and Certifications:** BS in Education, CPCU, CIC, ARM



**A & B: How did you come to work in the insurance industry?** I am the 3<sup>rd</sup> generation in the business. My grandfather started a firm during the depression in 1929. His first client was his previous employer. He specialized in retirement plans (annuities) and health insurance. My father joined him 2 years later and brought in the P&C side. I was headed into a music teaching profession at college (1973) but worked at the office part time. I liked it more than teaching so I worked my way through college at the office. Started rating and policy checking then moved into sales.

**A & B: What is the most challenging aspect of your job?** Today the most challenging aspect is keeping up with relevant information. There is so much information available, it is hard to filter and zero in on what you really need to help clients.

**A & B: What aspect of your work as a broker do you find the most rewarding?** I enjoy seeing our clients succeed. We have all gone through many stages, small firm to the next step and in many cases selling / merging to a larger competitor. It is very similar for our clients. We still have the insurance for one of our clients that I wrote back in 1973. He has retired and sold his business but we have his personal lines.

**A & B: What emerging commercial risk most concerns you as a broker?** The big ones are Cyber, IoT and related social media exposures. Hard to control and many potential losses still are uninsurable.

**A & B: What do you consider the most important short- and/or long-term issues facing the agent/broker community?** I see a strong long-term need for educated professionals in our business. We can use robots to assist in underwriting, crunching numbers / analytics but we still need people to talk with people. Getting people attracted to our business can be difficult because it may not fit how they want to work. However, I have seen both sides (employers & employee candidates) change and they end up working together.

**A & B: When & why did you become a volunteer leader at the CPCU Society?** I have not been involved as much lately. I have been our local chapter president two different times. I served on a national committee years ago but my employer was not financially supporting it so I was not able to continue much further.

**A & B: Has your involvement in the CPCU Society helped your career? If yes, explain.** Exponentially! I learned how to read contracts, advise clients of more options and help them efficiently meet their risk management needs. That education continued with ARM classes and ERM classes.

**A & B: Who are your top 3 mentors? Why?**

Doug Gaskill, CPCU – Doug introduced me to CPCU in the early 70s and I finished 3 sections with him and then finished off the balance at U of U in SLC. I ended up working for Doug 5 years later. Brilliant when it came to understanding coverages and exclusions.

My wife Sharon – Sharon put up with the endless hours of our working together to raise a family (mostly her!) Great support and that is why we are still married 44 years later.

Tak Watanabe – I worked for Tak while I was in high school. She was the manager of a restaurant in a department store. She was relocated to Topaz (an Internment Camp) during WWII in UT. She had a great perspective on life – honor, respect and helping others.

**A & B: What is your greatest accomplishment so far?** I have introduced several people to a career in insurance. We have trained our staff to be some of the best in the nation. Several of our long-term clients have expressed in many ways their appreciation for our help in achieving their goals.

**A & B: What is your favorite book and/or movie?** Depends on my mood. I love Stripes with Bill Murray. I also love live Jazz – Chris Botti at the Blue Note in Honolulu

**A & B: What is the most unusual/interesting place you have ever visited?** Two come to mind – first, the Walled City of Dubrovnik when Tito was still in power. There were both American and Russian military vessels in the harbor. Second, the Vatican is still one of the most amazing places on earth.

**A & B: How do you balance the responsibilities of yourself, family, work and CPCU?** I am not very good at that. I think I am the typical Baby Boomer – workaholic. I still play in a rock band with friends from high school – we have played together for almost 50 years. The CPCU Code of Ethics is always forefront in my mind – put the interest of my clients above those of my own. Family – wow – it worked out very well. Our two children are both very successful in their own careers and families. My wife is my best friend. What else is there!

**A & B: What advice do you have for agents/brokers considering earning the CPCU Designation?** QUIT PUTTING IT OFF! Yes, it takes time away where you could be doing other pleasurable things. However, investing in yourself will give you the best return on time there is. Having the answers when somebody else is Googling it is a much better position to be in!



PEAK  
AWARD  
WINNER