

## HUBERT THOMAS WILKINS, III

### EDUCATION

Texas Tech University; Lubbock, Texas  
BBA – Marketing, May 1971

### PROFESSIONAL EXPERIENCE

*May – December, 1971*

AMERICAN ASSOCIATION OF SCHOOL  
RETAILERS  
Sales Representative – Chicago, Illinois



Traveled to virtually every major university city setting up retail dealerships for approximately fifty manufacturers of Fraternity and Sorority memorabilia.

*January, 1972*

JIM FINLEY & ASSOCIATES INSURANCE AGENCY (January, 1972)  
Personal Lines Producer (Homeowners, Automobile, etc.)

*August, 1972*

Trained with the following Aviation Insurance Companies in order to produce aviation insurance for Jim Finley & Associates:

I.N.A. (Cigna)  
U.S.A.I.G.  
Associated Aviation

Wrote and maintained an annual \$1,000,000 premium, plus book of aviation insurance for Jim Finley & Associates.

*March, 1973*

Attended Safeco Insurance Company Surety Bond Underwriting School in Seattle, Washington, for the purpose of producing Surety & Bond business. We were in the top five producers for Safeco for eight years and no loss was ever paid for any of my clients.

*July, 1976*

Jim Finley & Associates was purchased by Penn General Agencies of Los Angeles, California.  
Position: Senior Vice President and Manager of Operations – Texas

*June, 1980*

Penn General Agencies purchased by a partnership of Republic Steel and Hogg Robinson Ltd., London (Republic Hogg Robinson)  
Position: President – Penn General Texas operations

*July, 1983*

Relocated to Dallas, Texas in order to market Risk Management Services of Fortune 500 clients as Penn General Services (a subsidiary of Republic Hogg Robinson)

*July, 1984*

Successfully transformed a captive insurance company (Montfort), with approximately \$1,000,000 in annualized service fees.

*October, 1984*

Promoted to President of Penn General Service Corp. with responsibilities in Texas, New Mexico, and California. Total revenue 3.5 million.

*July, 1985*

Promoted to C.O.O. & President of Penn General's Western Division. Approximately 150 employees and 7 million in revenue. Responsibilities also included Employee Benefits TPA operations of this division.

*July, 1988*

Promoted to National President of all Penn General Services Workers Compensation operations which also included Western Division Employee Benefits TPA Total Revenue \$10 million.

*July, 1989 – December, 1994*

Maintained its position as second most profitable Bain-Hogg subsidiary with margins of 12-15% (TPA operation).

Qualified three consecutive years for Summit Council Award for Top Ten Producers in Bain-Hogg Companies

*January, 1995*

Bain-Hogg Subsidiaries purchased by Acordia, Inc. My responsibilities would be President of National Workers Compensation TPA.

*November, 1997*

Joined Robert Hughes Associates, Inc., as an associate providing consulting and expert testimony with regard to insurance matters.

*July, 1998*

Became an employee of Robert Hughes Associates, Inc., assuming the position of Vice President.