

To the Harold R. Gordon Memorial Award Committee:

Though mentored by Scott Leavitt, another past national president, I see in Ryan Thorn what I saw in Scott, that which drives one to be a giver and leader in this great association.

I first met Ryan Thorn when he invited me to sit by him at a my very first Gordon Memorial dinner. He had not yet served as the National President back then. I had no idea what this event was about and who these nominees were. I was there for the food! Ryan, sitting with his lovely wife Robyn, took the time then and there to explain to me the significance of the evening's event. He talked of Harold Gordon, the pioneer and award's namesake. He talked of the nominees and of all the work and efforts of that evening's winner. He told me about the massive commitment and efforts put out by so many in our association and in our industry that would qualify one for such an award. He encouraged me to go meet the winner and even offered to introduce him to me. Additionally, and throughout the night, he talked of his entry into the association, how he got involved, all with encouragement for me to continue in the path I've started in and be willing to serve myself. Through a sincere invitation from another, he soon found himself a committed member of this association. I remember he would later promote this simple approach "to invite" of the membership when he became National President.

Though he must have been RVP or UT State President at the time, Ryan wasn't too big to spend time with "the one". Especially a nobody in the association, a newbie. I believe this was the year he ran for president and didn't win. How busy and distracted he must have been that night! And yet he was planting seeds for the future success of this association. Because of examples like his, I found myself soon serving on my local board, eventually as local chapter President. Then serving on the State board, eventually as the state President. Even on the Regional board as a Region VII LPRT representative.

Throughout his time on the State, Regional, and National level, and now beyond, I've seen Ryan Thorn rise to the level of a revered Harold R. Gordon memorial recipient. He is qualified. He is the man.

Sincerely,

David Wilcox

Idaho Association of Health Underwriters Legislative Co-Chair
Southern Idaho Association of Health Underwriters Treasurer