



April

# THE BONDSMAN

2007

## OBA SELECTS NEW EXECUTIVE DIRECTOR

President Dudley Goolsby announced that Cathy Guyer, Director of the Bail Bond Division of the Oklahoma Insurance Department has agreed to become the OBA's new Executive Director, effective April 1, 2007.

Ms. Guyer is well known to most bondsmen in Oklahoma through her 16 years with the Bail Bond Division of the State Insurance Department. She has been employed by the Insurance Department for over 31 years, beginning in 1975 as a summer employee. Through 1985 she worked in the Department's Executive division as an Executive Secretary. In 1986 she became a Life Analyst in the Life and Health Division until being named Director of the Bail Bond Division in 1991.

As Director of the Bail Bond Division, Ms. Guyer was responsible for delegating and overseeing the work efforts of the division staff and assuring that accurate information regarding Oklahoma bail bondsmen was made available to the Insurance Commissioner and staff, to the general public, and especially to licensed bondsmen, court clerks, law enforcement and court officials.

Over the years, she has worked closely with the OBA on required pre-licensing and continuing education programs for bondsmen. In addition she has monitored the statutory deposits, generated monthly reports, monitored non-payment of forfeitures, and worked with district and municipal court clerks and staff to resolve problems with bondsmen. She has made regular reports to the OBA on the activities of her division and has coordinated many activities with OBA Executive Director Bob Rollins.

In announcing the selection of Cathy Guyer as the OBA's new Executive Director, President Goolsby said, "It is our intention to make the association even more responsive to the needs of Oklahoma's bail bondsmen. Ms. Guyer has an understanding of who we are and what we are trying to accomplish and her input into the OBA's activities should be invaluable."

## OBA CONFERENCES SET FOR OKC & TULSA

OBA's 2007 educational conferences are set for June 5 and 12 in Oklahoma City and Tulsa (Catoosa). The OKC program will be held in the Clarion Meridian Convention Center and the Tulsa session is scheduled for the Cherokee Casino Hotel & Resort in Catoosa. These are the same locations as the 2006 programs

Registration for each program will open at 7:30 am and the opening session will begin at 8:00 am. A continental breakfast will be available during registration and lunch will be served. The opening speaker for the OKC program will be David Prater, Oklahoma County District Attorney. Tim Harris, the Tulsa County District Attorney, has been invited to open the Tulsa program.

Jeff Kirkpatrick will return to continue teaching on the use of Electronic Monitoring.

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## A Brief History of the OBA

*By Dudley Goolsby, Jr.  
President*

It was my honor and pleasure to be invited to address the Tennessee Association of Professional Bail Agents' September continuing education class. I was asked to do one hour on the "Success of Oklahoma's Association." The invitation reminded me that sometimes we are so involved in our own problems that we fail to see that our association is viewed as one of the most successful in the nation. Other states are trying to accomplish what we have already done.

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## OBA ANNUAL EDUCATION CONFERENCE

The OBA's annual educational conferences for 2007 will be held on Tuesday, June 5 in Oklahoma City, and June 12 in Tulsa. Both programs will begin at 8:00 a.m., with registration at 7:30, and will adjourn at 5:00 pm. Lunch will be served at both programs, along with a light continental breakfast during registration and a light snack in the afternoon.

Tentative speakers at both locations are as follows:

- 8:00 a.m. Opening & Welcome  
President Dudley Goolsby, Jr.
- 8:20 a.m. "Are You Part of the System or Part of the Problem?"  
OKC Speaker: David Prater  
Tulsa Speaker: Tim Harris
- 8:55 a.m. Current Topics of Interest to the Oklahoma Insurance Dept.  
Speakers: Robert Noll, Director, Bail Bond Division  
Jane Pennington, Assistant General Counsel, Legal Division
- 9:45 a.m. Break
- 10:00 a.m. GSP Monitoring: Keep Track Electronically  
Speaker: Jeff Kirkpatrick
- 10:50 a.m. Beginning Your Initial People Search Using the Internet  
Speaker: Larry Flaxman
- 11:45 a.m. Lunch provided
- 12:15 p.m. It's a Question of Ethics  
Speaker: Ed Kelsay
- 1:00 p.m. Advanced Deception Detection, or "Is Your Client Lying to You?"  
Speaker: Larry Flaxman
- 3:00 p.m. Break
- 3:20 p.m. Advanced Deception Detection (continued)  
Speaker: Larry Flaxman
- 4:50 p.m. Fill out, sign and turn in proof of attendance
- 5:00 p.m. Adjourn

### OKLAHOMA CITY - CE #1

Clarion Meridian Convention Center  
737 S. Meridian, Oklahoma City, OK  
405-942-8511

### TULSA/CATOOSA - CE #2

Cherokee Casino Hotel & Resort  
I-44E & Exit 240-A  
Catoosa, OK  
800-760-6700

### OBA Conferences...

Kirkpatrick is Vice President of Universal Fire and Casualty Insurance Company in Jackson, Michigan. For the past 25 years he has been a licensed bail agent in that state and serves as the Executive Vice President of the Professional Bail Agents of the United States.

"It's a Questions of Ethics," presented during lunch, will be given by Ed Kelsay, Attorney at Law. Ed is currently serving the OBA as Director of Continuing Education. He is a well-known professional speaker and trainer throughout the south and southwest and gives between 125-150 programs a year on various legal and association management topics. He is

### OBA Conferences...

a Certified Association Executive by the American Society of Association Executives and is an ASAE Fellow. While there are several thousand Certified Association Executives in the United States, there are fewer than 200 Fellows.

Featured speaker for the program is Larry Flaxman of Little Rock, AR. Larry has been the Education Director for the Arkansas Bail Bondsmen's Association for the past three years. His programs come highly recommended by the Arkansas association. He is a 1996 graduate of Henderson State University, where he studied political science and psychology.

## Meetings

When: June 4, 2007

Where: OBA Headquarters

2:00 p.m. - Board Meeting

3:00 p.m. - General Membership Meeting & Elections

## In Memoriam:

Mark Hawkins (10/06)

Mike Evans (11/06)

Brent Goad (11/06)

Marilyn Stevens (02/07)

## Welcome New Bondsmen

Melinda Ellis - Jefferson County  
David Sadler - Okmulgee County  
Virgil Wallace - Tulsa County  
Barbara Ross - Harmon County  
Rebekah Stewart - Muskogee County  
Dorothy Byers - Oklahoma County  
Jackie Hardison - Delaware County  
Lonny Hamby - Oklahoma County  
Ashley Miller - Pittsburg County  
Bryan Stickler - Muskogee County  
Cindy Wallace - Noble County  
Wilbur Leatherman - Garfield County  
Brent Smith - Pushmataha County  
Todd Kimrey - Craig County

... *Brief History of OBA*

Researching for this project was a very rewarding experience. In the words of George Santayana, "Those who cannot remember the past are condemned to repeat it."

Our first meeting occurred in 1987 at Fuzzy's Restaurant in Oklahoma City. I can't remember everyone there on that day, but Joe Fisher, Eddie McCombs, Ken Boyer, Zig Ziegler, Bill Chenhall, JB Askins and Barry Tucker come to mind. Those present realized our future lay in banding together for self preservation and improving of our profession.

In the early 1980's, several insurance companies failed, owing the court system thousands of dollars for bond forfeitures. It was almost a death knell for the bonding industry.

The press described members of our profession as charlatans of the highest order. Bills were introduced in the state legislature to do away with our industry and to turn it over to government agencies. The Legislature felt that the industry was not policing itself and surely the state could do better.

In the mid-1980's, we tried to figure out what went wrong. The Insurance Commission weeded out a few less competent bonding agents. The 'New Day Program' was started in Tulsa County and the 'Own Recognizance Program' was instituted in Oklahoma County.

By 1991 the budget for 'Own Recognizance' in Oklahoma County had grown to over \$300,000 in tax dollars. The average monthly salaries for 'New Day' were larger than the Court Clerk's or Sheriff's Office of Tulsa County. So much for efficiency in government.

Oklahoma County's 'Own Recognizance Program' has had over \$12 million in forfeited bonds outstanding. This was more than all the failed insurance companies and professional bondsmen cost the state in the same period. During a meeting with the judiciary of Oklahoma County in 1990, a judge made the statement that "this was not real money." At the same time, Gerald Grimes, State Insurance Commissioner, was filing suit against people affiliated with a defunct insurance company for \$478,000 in uncollected forfeitures.

In 1986 several members of our industry met with the Insurance Commissioner's office and worked out an agreement whereby we would pay a fee in the amount of \$2.00 per thousand of the face amount of the bond. This money was to be used to hire investigators. In exchange, the Commissioner supported an extension of time on forfeitures from 50 days to 181 days.

In 1988, we paid the Insurance Commissioner's office over \$200,000 in fees and over \$30,000 in fines. In 2005 we paid in \$818,632.16 in fees and \$191,844.00 in fines. In 1997 the Oklahoma Legislature passed a law placing this money into the "Bail Bondsmen Revolving Fund" and dedicated it to funding examinations, licensing, investigations, forms, and operating expenses of the Bondsman Division of the State Insurance Commissioner's office.

In October 1988, we held the first state-wide annual meeting in Oklahoma City, opening with a talk by Gerald Grimes. Six months later in April, 1989, we were incorporated as the Oklahoma Bondsman Association.

We started working to clean up the bond laws in Oklahoma, and introduced legislation to upgrade the bondsman profession. One of our first efforts was a bill requiring 20 hours of education for licensure. Governor Henry Bellmon vetoed the bill. With the help of lobbyist Bill Reynolds we were able to override the veto. The bill also required 10 hours of instruction each year to retain a license. For several years Oklahoma was one of only three states that required education and continuing education for licensure. Now almost all have an educational requirement.

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## Government Relations

Your Oklahoma Bondsman Association has introduced Senate Bill 996 authored by Senator Brian Crain and Randy Terrill. This bill would amend the thirty business day requirement to honor the request to the sheriff's department in the county where the forfeiture occurred that the defendant be entered into the computerized records of the National Crime Information Center found in Section 1332C(4)(b) to fourteen business days. This same bill would also amend the 180 days the bondsman or insurer may file a motion for remitter from receipt of the order and judgment or forfeiture found in Section 1332D(2) to one year for the date the payment is due to return the defendant to custody provided the request for remitter be made by motion within one year from the date payment is due.

The next action should be before the full Judicial and Criminal Justice Committee which is yet to be scheduled. From there the bill should go to the full House and then to the Governor. *Stay tuned...*



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*... Brief History of OBA*

We were the first association in the nation with the sole responsibility for conducting accredited education courses.

At the same time, we started a statewide public relations program to educate the public about bondsmen and the bond business.

In 1993, your Oklahoma Bondsman Association purchased its own building only two blocks from the State Capitol building. This gave us an important physical presence near the Oklahoma Legislature. We use the building not only for our own meetings and educational programs, but also for fundraiser parties for our friends running for public office. In the political world we live in, this one use of the building more than justifies its ownership by the association.

For many years, Stuart Strasner, then Charles Jones, served as Educa-

tion Consultants for continuing education and pre-licensing programs.

In 1997, we hired Bob Rollins as our Executive Director. He is a founding member and past president of the Oklahoma Society of Association Executives. One of his first projects was to find and purchase a new headquarters building.

Today, in 2007, we have hired a new full-time Executive Director to help lead us into the future. Cathy Guyer is well known to most bondsmen because of her position as Director of the Bail Bond Division of the Oklahoma Insurance Department since 1991.

Since our formation in 1987 we have grown in both numbers and prestige. Most bondsmen are viewed as businessmen providing a needed service. While we have not com-

pletely shaken the image of the bounty hunter, we are now viewed as being necessary for a smooth and efficient operation of the criminal justice system.

Bondsmen do have a definite place in the criminal justice system. Indeed, we save the taxpayers money and we want to become an even more productive part of the system. If bondsmen were utilized more, there would be an even greater savings to the taxpayers.

Your profession and your association are held in great regard by the general public, the court system, and the legislature. We intend to work toward a future with even more recognition of the good works of our profession.

*Dudley Goolsby, President  
Oklahoma Bondsman Association*