



# YAC News

News and Tips From the Michigan Young Agents Council

## Your YAC Committee: Here to Serve You!

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**One last chance to sign up for the 10th Annual YAC Charity Golf Outing Benefitting MI Future at the gorgeous Forest Akers Golf Course in East Lansing. We have a great event planned with a Silent Auction, Chinese Auction, and plenty**

## MI YAC National Award Winners Again!

Last week your YAC board traveled to Las Vegas for the 2008 IIABA Young Agents Leadership Institute. We are excited to announce that your Michigan YAC board has once again been honored nationally for their efforts. We received the **2008 Outstanding YAC of the Year Runner-Up Award**. This marks the 7th time in 8 years MI YAC has been recognized nationally by the IIABA. The previous awards won are as follows; **2000** State Committee Project (tied with Indiana), **2002** Young Agents Meeting, **2003** Young Agents Meeting, **2004** Communications and YAC of the Year Runner-Up, and **2006** Young Agents Meeting, and **2007** Communications. We would like to thank all of your for your continued support and contributions to YAC without your help there wouldn't be a YAC!



## A Word From Your Chair

“May you live in interesting times”, whether a [real Chinese proverb](#) or not, seems to define the industry these days. As Boomers (or “tenured” agents) move closer and closer to retirement, the role of the Young Agents Council becomes more important than ever. Our mission has been to help develop the future leaders of the industry through education and networking events. But perhaps more important, it is to **help you become successful in your chosen career**. In order to succeed in this industry you have to have education, resources and negotiating skills. You have to be able to present yourself as a trustworthy, knowledgeable partner in your client’s financial affairs. With the industry reeling over the economy, the credit crisis and most recently the bailout of AIG, that becomes more and more difficult.

Your YAC Board recently returned from the National YAC conference. Over the course of three days, we were able to network with other state YAC’s, ask questions, and learn new and exciting ideas for our membership. As we proceed through the year, we’ll be defining the concrete benefits of YAC membership, how we can increase and improve those benefits, and what else we can do for the Young Agents in the state. If you have any ideas or suggestions, please don’t hesitate to contact a YAC Board Member.

As you may have heard, our annual YAC Charity Golf Outing was rained out. I believe there was over 2 feet of water in certain areas of the course! We’ve rescheduled the event for September 29<sup>th</sup>, and registration is still open. If you couldn’t attend before because of the date, we would love to have you with us on the 29<sup>th</sup>. Also keep in mind, our winter get-a-way event will be held January 24-25 at Garland in Lewiston. This year, we will



be offering a Loss Control CE class Saturday afternoon, including a walkthrough of the resort. Keep an eye on your email inbox for more details. I'm looking forward to this year and hope you are as well.

Your 2008-2009 YAC Chair,  
Ashley Whitney

## \$\$\$ Scholarship Offers!!!!!! \$\$\$

The Young Agents Council is pleased to announce the availability of scholarships to help offset the cost of your agents' professional development. A limited number of scholarships for up to \$500 are available for the reimbursement of registration and material fees and overnight accommodations for attending professional designation programs sponsored by MAIA. There will be two application periods. We are now accepting applications for courses scheduled between October 15, 2008, and March 16, 2009. Applications must be received by the MAIA office no later than October 1, 2008. [Please click here for the application.](#)

**OCTOBER 1st DEADLINE!**

The MAIA is pleased to announce the availability of a scholarship for college students pursuing careers in the independent agency system. *The Young Agents Council (YAC)/MI Future Shawn Brown Scholarship*, for \$2000, honors life-long young agent supporter and past MAIA President Shawn Brown, who passed away in 2002. You can [click here](#) for the application or to look up guidelines and criteria information. Congratulations to last year's winner Josh Hart now of All Risks Ltd. Please submit completed application and supporting materials to MAIA, attention Stephanie Zerba, PO Box 80620 Lansing, MI 48908 or fax to 517-323-1629. Entries must be post-marked by **January 12, 2009** to qualify.



Where You There???????

Did you miss the 12 CE credits available? Did you miss the great class on email efficiency and a free book? Did you miss the great motivational speech by Survivor Australian Outback contestant Mike Skupin? Did you miss the 'Rockin' closing banquet with dueling pianos??

If you missed the 2008 YAC Survivor Spring Conference you missed the premier educational/networking Young Agent Event in the state. Over 225 people attended this years' conference and feedback has been spectacular.

**Here are a few testimonials from this years' attendees:**

*"The YAC Spring Conference keeps getting better every year!!!"*

*"I enjoyed my first visit to the conference and hope to see and meet the same and new people in the future conferences"*

*"I am a multi YAC Spring Conference attendee now and look forward to it every year. I have made good friends and increased relationships with insurance companies via YAC"*

Stay tuned for next years theme but mark your calendars now for the 2009 Young Agents Spring Conference June 10<sup>th</sup> - 12<sup>th</sup> 2009 - Mission Point Resort, Mackinac Island

Thank you once again to all of our wonderful sponsors, without you the event would not be possible!!



## Important YAC Dates!

YAC Charity Golf Outing

September 29th 2008 at Forrest Akers Golf Course East Lansing  
**GLAD**

November 13 at Kellogg Center in East Lansing  
YAC Winter Get-A-Way

January 24-25 at Garland Resort in Lewiston MI  
MAIA's 18th Annual Convention

February 26-28 at Soaring Eagle Casino & Resort in Mt Pleasant

## Popular Links:

- [YAC](#)
- [IIABA](#)
- [MAIA](#)
- [Fact Check](#)
- [FDIC](#)
- [YAC ON FACE-BOOK](#)