



# Indiana Young Agents Committee



VOLUME I, ISSUE III

NOVEMBER 2007



## ANNUAL YAC CONVENTION PARTY

### UPCOMING EVENTS

- 2007 IIAI State Convention – November 10-13, 2007 – Westin Hotel, Indianapolis
- 2008 Indiana YAC Bowling Tournament – March 13, 2007 – Woodland Bowl – Indianapolis
- 2008 Indiana YAC Conference – April 30, May 1 & 2, 2008 – location: French Lick Resort & Casino



**WHO:** All 2007 IIAI

Convention Attendees

**WHAT:** Annual Young Agents Party

**WHEN:** Monday, November 12, 2007. 8:30 p.m.

**WHERE:** Loughmiller's Pub & Eatery: 301 W. Washington St.  
*(On the corner of West Washington St. and North Senate Ave.)*

**Thank you West Bend Mutual for  
your generosity!**



### WHO CAN JOIN YAC?

**Voting Member:** Age 41 or younger OR fewer than 6 years independent agency experience AND an employee of any IIAI member agency — \$25 per year

**Associate Member:** Insurance company employee — no age restriction — \$25 per year

**Charter Member:** IIAI member agency employee over the age of 41 — \$15 per year

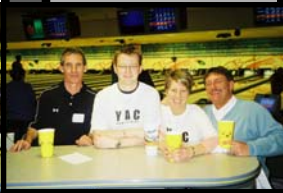
### MARK YOUR CALENDAR!

**WHO:** YOUNG AGENTS & GUESTS  
(CSRS, AGENTS, & COMPANY PARTNERS)

**WHAT:** 2007 YAC CONFERENCE

**WHERE:** FRENCH LICK RESORT  
& CASINO

**WHEN:** APRIL, 30; MAY 1-2 2008



## 2007 Indiana YAC

### Golf Outing



The 2007 Annual Indiana YAC Fall Golf Outing was held on September 18 at the Wildcat Creek Golf Course in Kokomo, IN. Nearly 80 agency and company personnel participated in this year's event. The weather was near perfect and the course was in great shape this year.

The competition was tough as usual, but two teams were able to tame the Wildcat to come away with very respectable scores. The winning team was: Don Watson, Mike Shippen, Kevin Hill & Brad Chesterman with a score of 57.

Awards were also given for skill categories of Closest to Pin and Longest Drive. The winners were:

Closest to Pin, Hole # 3 – Mike Kaim

Closest to Pin, Hole # 7 – Pat Schaefer

Closest to Pin, Hole # 15 – Carl Stage

Closest to Pin, Hole #17 – Chris Bowser

Longest Drive, Women Hole # 6 – Stephanie Collins

Longest Drive, Men Hole # 10 – Chris Bowser

We would like to thank all of those that attended or sponsored the fall outing. Your attendance and support are very much appreciated. Congratulations to the winning team and to the skill awards winners!

## 2007 Platinum Sponsors

Arlington/Roe & Co., Inc  
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Indiana Farmers Mutual  
Indiana Insurance Company  
Motorists Insurance Group  
Roush Insurance Services  
RPS of Lexington  
Surplus Insurance Brokers Agency  
West Bend Mutual  
Zurich Small Business

## CE OPPORTUNITIES

- November 10-13: IIAI Annual Convention
- December 4: PL Claims: A Walk on the Wild Side
- December 4: ICR Experience Rating
- December 5-7: CIC - Commercial Property
- December 11: Magnificent Seven (CL)
- December 12: Magnificent Seven (CL)
- December 13: Magnificent Seven (CL)
- December 14: Magnificent Seven (CL)

Go to [www.bigi.org](http://www.bigi.org) for more information on upcoming IIAI C/E opportunities.

# ***YOUR future in YOUR hands!***

## **Why It is Important to Contribute to IIAI's PACs**

One of the initiatives that 2007-2008 Indiana YAC Chair Brent Skelton is urging Indiana YAC members to get involved in during his tenure is contributing to the two political action committees of the Independent Insurance Agents of Indiana – IPAC and InsurPAC. IPAC is your association's state PAC, InsurPAC is the federal PAC of our national association, the Independent Insurance Agents and Brokers of America.

The IIAI and IIABA have been extremely successful in the legislative affairs on both the state and federal levels over the years. The lobbying and grassroots arms of both associations are among the best of any political organization. However, our PACs lag behind those of our friends and allies.

Political action committees contribute money to legislative candidates who are supportive of the core beliefs of the contributors to the PAC. For example, IPAC supports candidates who are supportive of small businesses and the insurance industry – regardless of party affiliation. PAC contributions do not buy votes, rather, they help elect these individuals who will help pass legislation that is beneficial to independent agents, and kill negative legislation.

Political campaigns have become increasingly expensive to run and win at all levels. Therefore, the IIAI and IIABA need to continue to grow our PACs in order to compete with other groups that may look to damage the strong insurance climate in Indiana and on the federal level.

"I would urge all Indiana YAC members to contribute what they can to the IIA PACs," said Chairman Skelton. "As young agents, we are the future of our industry, and we need to support our industry financially in the political process to ensure its future prosperity in the political arena."

Please take a moment to contribute to both of our PACs today. Contribution forms for both PACs are attached to this newsletter. For IPAC, you may write a personal or corporate check, or use a personal or corporate credit card. For InsurPAC, you must write a personal check (per federal campaign law). **GIVE WHAT YOU CAN – NO CONTRIBUTION IS TOO SMALL OR INSIGNIFICANT – AND THERE IS STRENGTH IN NUMBERS.** Also, copy the forms and distribute to others in your office who may be interested in helping our industry.

Should you have any questions about IPAC, InsurPAC or legislative activity in general on the state or federal level, please contact IIAI Vice President of Government Affairs Steve Duff at [duff@bigi.org](mailto:duff@bigi.org). Thank you in advance for your assistance and support!

## **Indiana YAC Sponsors!!!**

**Thank you for your generous 2007 sponsorship of the Indiana Young Agents Committee. As you begin developing your 2008 expense budget, we encourage you to continue sponsoring or become a sponsor of the Indiana Young Agents Committee.**

**Indiana Young Agents offers networking opportunities that help develop agent's professional relationships and leadership skills. Involvement in Indiana Young Agents is a tremendous stepping stone toward IIAI involvement and excelling in the Independent Agency System.**

**Please contact Dondra Winingar, Indiana Young Agent Membership Committee Chair at 317-581-6574 if you have not received your Young Agent Sponsorship Material.**