



INDIANA YAC NEWS & VIEWS

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UPCOMING INDIANA YAC EVENTS

March 3-5, 2010

*IIABA Legislative
Conference & Convention*
Marriott Wardman Park
Hotel
Washington, DC

March 18, 2010

*2010 Indiana YAC Bowling
Tournament*
Woodland Bowl
Indianapolis

May 5-7, 2010

*2010 Indiana YAC
Conference*
Blue Chip Hotel and Casino
Michigan City

September, 2010

*2010 Indiana YAC Fall Golf
Outing*
Location TBD

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Skelton Named 2009 Young Agent of the Year

Brent Skelton of MBAH in Lafayette, IN received the 2009 Independent Insurance Agents of Indiana's Young Agent of the Year Award on November 14, 2009 at the IIAI Annual Convention at the Westin Hotel in Indianapolis. The

agency, production, management, formal education, insurance education and professional designation(s), professional affiliations, participation in IIAI and Indiana Young Agents Committee events, legislative activities, and state and national contributions.

Brent is a worthy recipient of this year's award because he demonstrated strong involvement in all of the award criteria areas required. He excelled in all areas including strong contribution to MBAH

through production and other responsibilities; demonstrating a willingness to work with insurance carriers to build his book of business; having a high

level of participation in Indiana YAC and IIAI activities; and working to better his community in Lafayette. The sponsor of this award is the FCCI Insurance Group in Carmel, IN.

Brent has been strongly involved in the Indiana Young Agents Committee for nearly a decade. During that time, he has held numerous positions within the committee, including Membership and Conference Committee Chair and he was Chair of Indiana YAC during 2008-2009. He also has served as the Indiana YAC representative on the IIAI's Board of Directors for the last two years.

"The IIAI is extremely pleased to present the 2009 Young Agent of the Year Award to Brent Skelton," said IIAI President Jim Schoen. "Brent's leadership in both Indiana YAC and IIAI activities has been exemplary and we greatly appreciate the time and dedication he shows to both."

Indiana YAC also sponsors the 2009 Company Profession of the Year Award, which this year was presented to John Ekdahl of Westfield Insurance.



Brent Skelton, MBAH Insurance, Lafayette (right) receives the 2009 IIAI Young Agent of the Year Award from Tracy Pfab, FCCI Insurance, the sponsor of the award

purpose of this award is to recognize the involvement and commitment of an IIAI member agent who qualifies as a Young Agent (under the age of 41 or in the insurance business for fewer than 6 years) and recognizes his or her commitment to the Indiana Young Agents Committee and the parent association, IIAI.

Numerous qualifications are considered including contribution to an



John Ekdahl (right) receives the 2009 IIAI Company Professional of the Year Award from Steve Duff

Indiana YAC Backs Riley Off to Strong Start

The Indiana Young Agents Committee sponsored a silent auction of various items donated by numerous generous insurance industry organizations at the 2009 IIAI State Convention Trade Show and raised \$3,405 for Riley Children's Hospital in Indianapolis. Indiana YAC has "adopted" Riley and will be working to raise money for this outstanding organization at various events throughout the first half of 2010. The money raised from the silent auction is an outstanding start to this program.

The 2009-2010 Riley Fundraiser is a follow up to Indiana YAC's Indiana Make-A-Wish Foundation fundraiser in 2009, which raised more than \$4,000 for this outstanding organization. The money raised helped send Zane Williams from Noblesville to Disney World to fulfill his wish. Indiana YAC was awarded the 2009 Outstanding Committee Project by the Independent Insurance Agents and Brokers of America for its fundraising efforts in this regard.

This marks the second consecutive year in which Indiana YAC has undertaken a fundraising endeavor to raise money for a worthy cause outside of the insurance industry. Riley Hospital

for Children was chosen because of its Indiana roots, the tremendous work it does as one of the top hospitals for treating children in the country, and because several of our Indiana YAC Committee members have children who have been treated or are currently being treated there.

"We were really proud of our efforts as a group in raising money on behalf of

silent auction were all donated by IIAI associate members and members and covered the gamut from sporting event tickets to gift baskets to autographed balls to a 32 inch flat screen television. Indiana YAC committee members worked extremely hard to ask trade show attendees to bid on items. The results speak for themselves – more than \$3,400 raised in one day – every penny of which goes directly to Riley.

"We would like to thank all of the organizations who donated items to our auction and those individuals who bid on those items for allowing us to have a great start to our Riley fundraiser," continued George. "This is just the first of several events we will have between now and our YAC Conference in May that will all be focused on raising money to benefit Riley."



the Indiana Make-A-Wish Foundation to send Zane to Disney World last year," said 2009-2010 Indiana YAC Chair David George from Morrison Galliher in Muncie. "Because of the satisfaction we received and the tremendous response of our generous contributors, we thought it would be a great thing to do something similar during the upcoming year to benefit another worthy cause that works to help children, and Riley perfectly fits that bill."

The items up for bid in the

"Because of the tremendous response of our generous contributors to our Make-A-Wish fundraiser, we thought it would be a great thing to do something similar during the upcoming year to benefit another worthy cause that works to help children, and Riley perfectly fits that bill."

David George

2009-2010 Indiana YAC Chair
Morrison Galliher, Muncie

Indiana YAC — 2010 Year in Preview

Fresh off of winning two national awards of excellence and not wanting to rest on its laurels, the Indiana Young Agents Committee is already planning its events and initiatives for 2010. In September, Indiana YAC received awards from the Independent Insurance Agents and Brokers of America for the 2009 Outstanding Young Agents Meeting for the 2009 Indiana YAC Conference and the 2009 Outstanding Committee Project for its work raising money for the Indiana Make-A-Wish Foundation.



“Receiving two national awards for the second year in a row is a tremendous achievement for our group,” said 2009-2010 Indiana YAC Chair David George from Morrison Galliher in Muncie. “Being acknowledged for the hard work that our group does is a great thing and is much appreciated, but it also makes us want to get even better.”

Because the Indiana YAC Make-A-Wish fundraiser went so well last year, the group will again

be working to raise money for a worthy cause outside of the insurance industry during 2009-2010. This initiative will be the centerpiece of most of the group’s events throughout the next several months. The beneficiary of Indiana YAC’s efforts will be Riley Hospital for Children in Indianapolis.

“Many of us in Indiana YAC have kids. So supporting Riley, which specializes in treating children, is a perfect match for what we are trying to do, which is to give back to an organization outside of the insurance industry,” continued George. “We got off to



a great start by raising more than \$3,400 at our convention silent auction and look to build on that going into 2010.”

Indiana YAC will also be hosting some of the events that have been so successful in the past. These include: 2010 Bowling Tournament on March 18 at Woodland Bowl in Indianapolis;

2010 Indiana YAC Conference on May 5-7 at Blue Chip Casino in Michigan City; and the 2010 Fall Golf Outing in September.

A couple of new events are also on the horizon. Indiana YAC will be hitting the road for gatherings at various locations across Indiana. These will be informal lunches or after work social events that will allow young insurance professionals, who may or may not be YAC members, to interact and network with some of their peers in their home areas, rather than having to drive to Indianapolis to participate in an event. In addition, Indiana YAC will be undertaking a major membership drive and fundraising drive in 2010 for the IIABA’s political action committee, InsurPac.



“While we have had a great deal of success over the last several years – we don’t want our group to become stagnant, we want to keep growing and improving. We have some really exciting things planned — it’s going to be a great year,” concluded George.

YAC-tacular News!

Have some news you want to share with your fellow Indiana YAC Members? Email it to Steve Duff at duff@bigi.org or Jen Kostello at Jennifer_Kostello@secura.net and we will place it in the YAC News & Views and on the Indiana YAC Website. Here are a few happenings with your fellow YAC members.

[Jennie Eades](#) went on a backpacking adventure to Red River Gorge and came back engaged to Dave Carr! They are planning a September 2010 wedding.

Congrats, Jennie!

[Brooke Fisher](#) married Kevin Hamstra in a surprise wedding on Sept. 19th.

Congratulations Brooke Hamstra!

[Addie Wood](#) from Smith, Sawyer, Smith’s family is growing! [Hudson Jay Wood](#) was born Sept. 30th, weighing 8lbs 2oz! He joins big brother Carson and sister Ellie.

Congratulations, Wood Family!

2009 Indiana Young Agents Committee Sponsors

Indiana YAC and the IIAI would like to thank all of these organizations for their generosity and support. This support allows Indiana YAC to offer programming such as the 2009 Indiana YAC Conference at an affordable cost for our members and associate members.

Premier Sponsors

Arlington/Roe & Co.
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Indiana Insurance/Safeco
James Allen Insurance
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Cincinnati Insurance Company
Michigan Commercial Ins.
Selective Insurance Group
Society Insurance
Standard Mutual Insurance

Want to Join Indiana YAC?

Go to our site below, click on the "Become a Member" link. Fill out the form and send it in.

www.indianayac.org



Indiana Young Agents Committee

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Want to Sponsor the Award-Winning Indiana YAC?

What is one thing that Indiana YAC can say that no other state YAC group in the country can say? We received two national awards of excellence in 2009 from the Independent Insurance Agents and Brokers of America! Even better, this is the second year in a row that Indiana YAC has done this! Another number that no other YAC in the country can match — 14. The is the number of national awards that Indiana YAC has garnered since 2000 — the most, by far, of any state.

As you develop your budgets for 2010, Indiana YAC only asks that you consider sponsoring our group — which, as is illustrated above — is one of the top YAC organizations in the country.

Our sponsoring organizations for 2009 are listed at the top of this page. To those organizations, thank you because without your support, we would not have achieved what we have over the last decade and we will be in contact with you soon for 2010 sponsorships.

If your organization's name is not on the list above, we urge you to consider sponsoring one of the top YAC groups in the country, right here in Indiana for 2010. For more information or if you have questions about sponsoring Indiana YAC in 2010, go to our website at www.indianayac.org or contact Steve Duff at duff@bigi.org or (317) 824-3780.