



INDIANA YAC NEWS & VIEWS

VOLUME I, ISSUE VIII OCTOBER 2010

UPCOMING INDIANA YAC EVENTS

November 14-16, 2010

IIAI State Convention

Westin Hotel —
Indianapolis

March 17, 2011

*Indiana YAC Bowling
Tournament*

Woodland Bowl—
Indianapolis

April 13-15, 2011

*IIABA Legislative
Conference & Convention*

Grand Hyatt Hotel —
Washington, DC

June 1-3, 2011

Indiana YAC Conference
Blue Chip Hotel and Casino
Michigan City, IN

INSIDE THIS ISSUE:

Duff Named 2

**Outstanding
YAC Liaison**

YAC Hosts 2010 3
Golf Outing

YAC American 3
**Cancer Society
Fundraiser —**
**Looking for
Auction Items**

'10 Indiana YAC 4
Sponsors

'11 YAC Sponsor 4
Request

Indiana YAC Garner's Another National Award

The Indiana Young Agents Committee once again received a national award of excellence from the Independent Insurance Agents and Brokers of America National Young Agents Committee. The awards were handed out at a ceremony on Friday, September 24, 2010 at the Fairmont Hotel in San Francisco. Indiana YAC received the 2010 Outstanding Communication Award for outstanding achievement in maintaining a communications campaign dedicated to young agents.

The IIABA National YAC Committee hands out awards annually in six specific categories, as well as the award for the overall outstanding committee. Indiana has received a total of 15 national awards of excellence over the last ten years – the most by far of any state, including the Outstanding Committee three times and Runner Up twice.

Indiana YAC was rec-

ognized because of its multifaceted communications campaign that is geared toward educating members of the committee and IIAI members about what YAC is doing. Included in this are regular email communications, quarterly e-

2010-2011 Chair Addie Wood from Smith Sawyer Smith Agency in Rochester and Indiana YAC Staff Liaison Steve Duff.

“We are extremely excited and humbled to be recognized by the National YAC Committee as the recipient of this award,” said Addie Wood. “We work extremely hard to make our YAC Committee the best that it can be to the end benefit of our members. It is very gratifying to me and all of our members that our hard work is rewarded by receiving this award for outstanding communication, especially in light of the tremen-

dous things that many YAC groups across the country are doing. I would also like to thank our Communications Committee Chair Jen Kostello from Secura in Indianapolis for her efforts in spearheading our communications efforts.”

“On behalf of Indiana YAC and the Independent



(l-r) IIABA Chair David Daniel presents the 2010 Outstanding Communications Award to Indiana YAC Chair Addie Wood and Indiana YAC Staff Liaison Steve Duff; along with IIABA YAC Chair Andy Beauchamp

newsletters, using email as the exclusive communications medium, having one of the top YAC websites in the country, and the development of educational brochures about young drivers and insurance careers, of which, thousands of copies have been distributed to IIAI member agencies.

Accepting the award on behalf of Indiana YAC were

See '10 Indiana YAC Awards
— Continued on Page 2

Steve Duff Awarded State YAC Liaison of the Year

Independent Insurance Agents of Indiana Vice President of Government Affairs Steve Duff was named as the 2010 YAC State Liaison of the Year by the Independent Insurance Agents and Brokers of America at a ceremony on Friday, September 24, 2010 at the Fairmont Hotel in San Francisco. It was presented as a part of the IIABA Young Agents Leadership Conference.

The award recognizes the contributions of a state young agents staff liaison who has provided outstanding leadership to their state's young agents program. 2009 marked the inaugural year for the state liaison of the year award, as the National Young Agents Committee posthumously recognized Dan Ful-

wider for his outstanding efforts toward building Iowa's young agent program and his work on



(l-r) Roxanne Gard; Jan Fulwider; Steve Duff; and Bob Fulwider

behalf of the Big "I." The award was presented to his parents, Jan and former IIABA President Bob Fulwider. Dan was the YAC Liaison for Iowa and passed away in late 2008 after a courageous battle with cancer. The

committee decided to continue this honor on an annual basis as a remembrance of Dan Fulwider.

"It is an extremely humbling honor to receive this award from the IIABA. I knew Dan and I cannot describe how much it means to me to be the first recipient of the award after him, knowing the great things that he did for independent agents in Iowa and countrywide," said Duff.

"This award is a reflection of not only what I have done, but what our committee and the outstanding volunteers I have had the privilege to work with in Indiana have done during the time I have served as the staff liaison. It is something that I will cherish and I am honored to be recognized by IIABA," concluded Duff.

10 Indiana YAC Awards — Continued from Page 1

Insurance Agents of Indiana, I would like to thank the IIABA and the National YAC Committee for recognizing our state and our activities, it is an incredible honor to be acknowledged in this manner," concluded Wood.

For more information on becoming a member of, or sponsoring the award winning Indiana Young Agents Committee, please contact Steve Duff at duff@bigi.org.



(l-r) Joey O'Connor (LA); Steve Duff IIABA Chair Mike Miley; and IIABA YAC Chair Andy Beauchamp

"We work extremely hard to make our YAC Committee the best that it can be to the end benefit of our members. It is very gratifying to me and all of our members that our hard work is rewarded by receiving this award for outstanding communication, especially in light of the tremendous things that many YAC groups across the country are doing."

Addie Wood

2010-2011 Indiana YAC Chair
Smith Sawyer Smith, Rochester

Indiana YAC Chair Addie Wood and her husband Jason



Indiana YAC Hosts 2010 Golf Outing

The Indiana Young Agents Committee hosted its annual Indiana YAC Golf Outing at Wildcat Creek Golf Course in Kokomo, IN on Thursday, August 19, 2010. Nearly 80 agency and company personnel participated in the day's festivities of golf, networking, food and fun. This marks the fifteenth year of this popular event.

This outing is annually one of the final golf outings of the year for the Independent Insurance Agents of Indiana and our sister local associations and is a tremendous networking event for agents and company representatives alike. It completes a year that saw the Indiana YAC host a very successful bowling tournament in March in Indianapolis and its annual YAC Conference in May, held last spring at Blue Chip Hotel and Casino in Michigan City, which drew nearly 120 people.

"We would like to thank all of those individuals who took time to support Indiana YAC at our annual golf outing. We are very happy with outstanding turnout in light of the difficult economic

times that our industry and nearly everyone is experiencing right now," said 2010-2011 Indiana YAC Vice Chair Andy Roe, Arlington/Roe & Co. in Indianapolis.

Indiana YAC was also able to raise nearly \$200 for the IIAI's political action committee, IPAC and nearly \$300 for the Cystic Fibrosis Foundation through the raffling off of two Indianapolis Colts tickets, which were generously donated by Arlington/Roe and Co.

"We would like to especially thank those companies and other organizations that have supported Indiana YAC financially and by participating in our events throughout 2010. Without this support, Indiana YAC would not be able to offer the number and quality of programs that we do," concluded Roe.



Indiana YAC Supporting American Cancer Society — Looking for Silent Auction Items

Indiana YAC is raising money for the American Cancer Society over the next several months and we need your help!

\$3,400 for Riley Hospital for Children at a similar auction at the trade show last year.

We are looking for donated items that we can auction off

from agencies, companies, MGA's

and/or individuals. **Please note that 100% of all proceeds raised from this auction will be contributed directly to the American Cancer Society!**

If you are willing and able to help out, please **contact Steve Duff** at the IIAI. He can be reached at (317) 824-3780, ext. 208 or at duff@bigi.org. Thank you in advance for your help with this great cause!

Indiana YAC Attacks Cancer

Our first event will be a silent auction to be held at the Indiana YAC Booth at the IIAI State Convention Tradeshow on Monday, November 15. We raised nearly



2010 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 2010 Indiana YAC Conference at an affordable cost for our members and associate members.

Premier Sponsors

Arlington/Roe & Co.
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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



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Want to Sponsor the Award-Winning Indiana YAC?

The Indiana Young Agents Committee continues to be the most decorated YAC group in the country. Indiana YAC just received the 2010 Outstanding Communications Award from the Independent Insurance Agents and Brokers of America! **There is one number that no other YAC group in the country can match — 15.** This 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 2011, 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 2010 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 2011 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 2011. For more information or if you have questions about sponsoring Indiana YAC in 2011, go to our website at www.indianayac.org or contact Steve Duff at duff@bigi.org or (317) 824-3780.