



# INDIANA YAC NEWS & VIEWS

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## UPCOMING INDIANA YAC EVENTS

**November 12-15, 2011**

*IIAI State Convention*

Westin Hotel —  
Indianapolis

**March 15, 2012**

*2012 Indiana YAC Bowling  
Tournament*

Woodland Bowl —  
Indianapolis

**April 25-26, 2012**

*IIABA National Legislative  
Conference*

Grand Hyatt Hotel —  
Washington, DC

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## Indiana YAC Receives 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 Thursday, September 15, 2011 at the Hyatt Regency Hotel in Minneapolis. Indiana YAC received the 2011 Outstanding Membership Development Award for outstanding achievement in building and maintaining a strong and active membership base for its Young Agents Committee.

The IIABA National YAC Committee hands out awards annually in five specific categories, as well as the award for the overall outstanding committee. Indiana YAC has received a total of 17 national awards of excellence over the last eleven years – the most by far of any state, including the Outstanding Committee three times and Runner Up twice. The award in 2011 marks the fourth time that Indiana

YAC has received the Outstanding Membership Development Award.



(l-r) IIABA Chair Mike Miley, Indiana YAC Chair Andy Roe, IIAI YAC Staff Liaison Steve Duff & IIABA YAC Chair Andy Beauchamp

Making this year's award even more meaningful was the fact that Indiana's own Mike Miley, IIABA Chairman from Gibson Insurance in Plymouth and Andy Beauchamp, IIABA National Young Agents Committee Chairman from Beauchamp McSpadden in Wabash presented the awards.

Indiana YAC was recognized because of its multifaceted membership building and retention campaign that is based on keeping its members active and engaged through a multitude of events throughout the year. Over

the last year, Indiana YAC hosted more than 500 agency and company personnel at its annual golf outing in August 2010, various events at the 2010 IIAI State Convention in November 2010, Bowling Tournament in March 2011, and the Indiana YAC Conference in June 2011. Indiana YAC also hosted a Call Center in the spring of 2010 that secured nearly 40 new members in one day.

Accepting the award on behalf of Indiana YAC were 2011-2012 Chair Andy Roe from Arlington/Roe and Company in Indianapolis and Indiana YAC Staff Liaison Steve Duff.

"On behalf of Indiana YAC and the Independent 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 Roe.

See **Indiana YAC 2011 Award**  
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## Beauchamp Ends Term as IIABA YAC Chair

Andy Beauchamp, one of Indiana's own from Beauchamp McSpadden in Wabash, completed his two-year term as Chair of the IIABA National Young Agents Committee at the Young Agents Leadership Institute held in at the Hyatt Regency Minneapolis on September 15-16. Andy has served on the National YAC Committee for six years, with the last two of those as Chair.

Beauchamp has been extremely active in the activities of Indiana YAC and the IIAI. He was Indiana YAC Chair for the first of its three consecutive Outstanding Young Agents Committee Awards, won the Young Agent of the Year Award from

IIAI and served on the IIAI Board of Directors prior to joining the National YAC leadership team.



IIABA YAC Chair Andy Beauchamp &

“Having seen how valuable the IIAI, IIABA and YAC activities are to our industry through the

association activities of my father, I always wanted to give back through the association,” said Beauchamp. “My involvement with YAC on both the state and national level has been extremely fulfilling for me professionally and personally, as I have made lifelong friends and business relationships through my involvement.”

“Leaving the National YAC Committee is bittersweet. I will miss the interaction with the group and staff. However, we have a great leadership team in place to keep the group moving forward. I hope that I helped make the committee better while I was the chair,” he concluded.

### Indiana YAC 2011 Award — Continued from Page 1

“On behalf of the IIAI leadership team and our association’s members, I would like to congratulate



Indiana YAC on another job well done,” said IIAI President Byron Kauffman from Wetzels Insurance in Warsaw. “Indiana has firmly established itself as one of the top YAC groups in the country, and this organization is an asset to the IIAI.”

“We are extremely excited and humbled to be recognized by the National YAC Committee as the recipient of this award,” said Andy Roe. “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 membership development, especially in light of the tremendous things that many YAC groups across the country are doing.”



# Indiana YAC Hosts 2011 Golf Outing

The Indiana Young Agents Committee hosted its annual Indiana YAC Golf Outing at Wildcat Creek Golf Course in Kokomo, IN on Wednesday, September 7, 2011. The event drew a record 102 people for the day's festivities of golf, networking, food and fun. This marks the sixteenth 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 June, held at Blue Chip Hotel and Casino in Michigan City, which drew nearly 120 people. In addition, 16 organizations sponsored holes and numerous others donated door and raffle prizes.

"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 our record turnout, especially in light of the difficult economic times that our industry and nearly everyone is experiencing right now," said 2011-2012 Indiana YAC Chair Andy Roe from Arlington/Roe & Co. in Indianapolis.

"We would like to especially thank those companies and other organizations that have supported Indiana YAC financially and by participating in our events throughout 2011. Without this support, Indiana YAC would not be able to offer the number and quality of programs that we do," concluded Roe.



## Indiana YAC Looking for Silent Auction Items

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

than \$4,000 for the American Cancer Society 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](mailto: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 14. We raised more



# 2011 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 2011 Indiana YAC Conference at an affordable cost for our members and associate members.*

**Premier Sponsors**

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 Healthx, Inc. / One Place, Inc.  
 Indiana Insurance  
 ProAssurance Company

**Bronze Sponsors**

Accident Fund / United Heartland  
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 Selective Insurance

## Indiana YAC Seeking Sponsors for 2012...

The Indiana Young Agents Committee continues to be the most decorated YAC group in the country. Indiana YAC just received the 2011 Outstanding Membership Development Award from the Independent Insurance Agents and Brokers of America! **There is one number that no other YAC in the country can match — 17.** 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 asks that you consider sponsoring our group, which is one of the top YAC groups in the country.**

Our sponsoring organizations for 2011 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 2012. For more information or if you have questions about sponsoring Indiana YAC in 2012, go to our website at [www.indianayac.org](http://www.indianayac.org) or contact Steve Duff at [duff@bigi.org](mailto:duff@bigi.org) or (317) 824-3780, ext. 208.

### Want to Join Indiana YAC?

Scan the QR Code Below and Visit our Website!



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