



2009 NAIFA Annual Convention & Career Conference

Orlando World Center Marriott Resort

September 12 - 16

YOUNG ADVISORS TEAM

If you are 40 and under or within your first five years in the business, join the Young Advisors Team (YAT) at NAIFA's Annual Convention and Career Conference.

YAT is your connection to:

- *Networking with other young and new advisors*
- *Meeting other YAT leaders from across the country*
- *Learning new strategies for your YAT group*
- *Getting involved with YAT activities*
- *Attending vital programming to improve your bottom line*

YAT Convention Activities

NAIFA Super Booth

Sunday, September 13, 11:00 AM – 3:00 PM

Monday, September 14, 11:00 AM – 3:00 PM

YAT Suite, in conjunction with NAIFA–Minnesota

Saturday, September 12, 9:00 PM – MIDNIGHT

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YAT Meet and Greet

Saturday, September 12, 5:30 PM – 6:30 PM

Join YAT leaders and your peers for networking and refreshments.

First Timer's Orientation

Sunday, September 13, 7:30 AM – 8:45 AM

If it's your first time at the Annual Convention and Career Conference, attend this orientation to get the advice you need to navigate through this year's meetings.

YAT Mentoring Workshop

Sunday, September 13, 2:30 PM – 3:45 PM

A mentoring relationship can be a powerful catalyst for your career. Learn more about mentoring and get advice from mentoring partners who benefited from their experience.

NAIFA Face-to-Face for YATs

Monday, September 14, 7:30 AM – 8:45 AM

Have a question for NAIFA leadership? This Q&A session gives NAIFA members an opportunity to discuss topics important to them with NAIFA leadership.

YAT Happy Hour

Monday, September 14, 9:30 PM – MIDNIGHT

Join your fellow YATs to connect and unwind.

YAT Four Under Forty Panel

Tuesday, September 15, 12:45 PM – 2:00 PM

It is possible to be a successful advisor at any age! Attend this panel discussion to learn how NAIFA's *Advisor Today* Four Under Forty recipients have found their success and learn tactics you can use in your own business.

YAT Recommended Workshops

To address the specific needs of the YAT demographic, the following workshops are "YAT Recommended."

Marketing You, Stan Hustad – Presenter

Sunday, September 13, 4:00 PM – 5:15 PM

Accelerate Your Sales Success

Robert A. Arzt, CLU, ChFC, LLIF – Presenter

Monday, September 14, 4:00 PM – 5:15 PM

Referral Training, Matt Anderson – Presenter

Tuesday, September 15, 3:45 PM – 5:00 PM

Why Wait Until Convention?

Get involved with YAT now! Go online to

www.naifa.org/yat to learn more about YAT today.