



# UP to the challenges... DOWN to business

NAIFA 2010 • SEATTLE

- ▲ PROFESSIONAL DEVELOPMENT
- ▲ NETWORKING
- ▲ GOVERNMENT RELATIONS AND POLITICAL ACTION

NAIFA CAREER CONFERENCE AND ANNUAL MEETING | SEPTEMBER 11-14, 2010 | SEATTLE, WASHINGTON

## YAT ACTIVITIES AT THE 2010 NAIFA CAREER CONFERENCE AND ANNUAL MEETING



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

### YAT IS YOUR CONNECTION TO:

- ▲ Networking with other young and new advisors
- ▲ Meeting other YAT leaders from across the country
- ▲ Getting involved with YAT activities
- ▲ Attending vital programming to improve your bottom line
- ▲ Supporting NAIFA advocacy through YATPAC

### YAT CONFERENCE ACTIVITIES:

#### YAT Table in the NAIFA Super Booth – Exhibit Hall

Sunday, September 12, 11:00 am – 3:00 pm

Monday, September 13, 11:00 am – 3:00 pm

#### YAT Suite

Saturday, September 11, 9:00 pm – midnight

Sunday, September 12, 9:00 pm – midnight

After a long day, stop by the YAT Suite to relax and compare notes on the days activities with other YATs.

#### First Timer's Orientation

Sunday, September 12, 7:15 am – 8:30 am

If its your first time at NAIFA's Career Conference and Annual Meeting, attend this orientation to get the advice you need to navigate through this year's events.

#### YAT Happy Hour

Monday, September 13, 9:30 pm – midnight

Join your fellow YATs to connect and unwind.

#### Grassroots APIC Training – sponsored by YAT

Tuesday, September 14, 2:45 pm – 4:00 pm

All are welcome to participate in this session designed to get attendees familiar with and involved in the political process. NAIFA and the industry are facing multiple challenges from state and national legislatures – get involved and make your voice heard.

### YAT RECOMMENDED WORKSHOPS

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

#### Social Media: Opportunities and Challenges for Today's Producers

Donald J. Walters – Presenter

Monday September 13, 7:30 am – 8:45 am

#### Marketing Matters

Jennifer Alford – Presenter

Tuesday, September 14, 9:00 am – 10:15 am

#### Consistent Financial Services Practice: Recession and Recovery

R. Thad. Lincoln – Presenter

Tuesday, September 14, 1:15 pm – 2:30 pm



CONNECTIONS THAT COUNT