



NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS



YAT LEADER OF THE YEAR AWARD

DEADLINE: MONDAY, APRIL 30, 2012

In order to recognize the work of YATs across the federation and their commitment to the industry, NAIFA and the Young Advisors Team (YAT) Subcommittee have established the YAT Leader of the Year Award. This award will recognize a YAT that is the epitome of the profession: a committed NAIFA volunteer, successful in his or her career and active in his or her community. For the online application, visit the YAT site at www.naifa.org/yat.



HOW IS A PERSON NOMINATED FOR YAT LEADER OF THE YEAR?

A YAT must be nominated by a current NAIFA member, however the nominee will be responsible for filling out the online application that outlines his or her qualifications. All applications MUST be made online. No faxed or mailed applications will be considered. The online application can be found at www.naifa.org/yat.

WHAT ARE THE MINIMUM QUALIFICATIONS FOR A YAT LEADER OF THE YEAR NOMINEE?

A nominee must meet the following qualifications:

- ▲ Have a minimum of four years in the profession;
- ▲ Have at least one recognized designation (LUTCF, FSS, CLU, ChFC, CFP, CPCU, other.);
- ▲ Have served in at least two out of three levels of NAIFA leadership (local, state and national), with a preference for all three;
- ▲ Strongly encouraged to be a LILI graduate or currently enrolled in the LILI program;
- ▲ The nominee must select a job focus on the application (Producer, Recruiter or Manager) and meet the requirements of that job focus. See detailed requirements in the next section.
- ▲ Contribute to YATPAC for at least two years and currently participate at the “Statesman” level — \$300–499 (\$25.00/month) or higher;
- ▲ Meet with federal and/or state legislator(s) at least twice during the calendar year by participating in one or more

of the following: [Provide date of meeting, attendees and issue areas discussed.]

- State association’s Day at the Capitol or state legislative event
- District meeting with other NAIFA members
- One-on-one district meeting
- ▲ Recruit at least 3 new members to NAIFA during the membership year that the application for the award is received (ex. application deadline of April 30, 2012 would reflect period of July 1, 2011 to April 30, 2012);
- ▲ Participate in National Membership Months at local, state or national level;
- ▲ Participate in external service work such as charities, college, or other entities;
- ▲ Provide a minimum of three letters of recommendation; at least one should be from outside the industry.

WHAT ARE THE REQUIREMENTS FOR EACH JOB FOCUS?

Producer: Must be MDRT qualifying level or above or achieved a production award such as MART or NQA.

Recruiter: Member of GAMA International. Qualified for a GAMA Award in the year previous to the award deadline (ex. application deadline of April 30, 2012 would reflect period of May 1, 2010 to April 30, 2011.)

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Manager: Member of GAMA International. Qualified for a GAMA Award in the year previous to the award deadline (ex. application deadline of April 30, 2012 would reflect period of May 1, 2010 to April 30, 2011.)

WHAT IS THE DEADLINE FOR THE APPLICATION?

All applications must be received by **11:59 p.m. Eastern on Monday, April 30, 2012**. Any application received after this time will not be considered.

HOW WILL THE AWARD BE JUDGED?

Each nominee will be considered on whether or not he or she has met the minimum requirements and any additional qualifications he or she may have. The nominations will be reviewed by a committee of NAIFA volunteers, leaders and staff who will determine the achiever.

WHAT RECOGNITION WILL THE YAT LEADER OF THE YEAR AWARD RECIPIENT RECEIVE?

The YAT Leader of the Year recipient will receive:

- ▲ Complimentary registration to the 2012 NAIFA Career Conference and Annual Meeting;
- ▲ Airfare to the 2012 Conference, up to \$500*;
- ▲ Three nights complimentary hotel at the headquarters hotel during the 2012 Conference;
- ▲ A commemorative award;
- ▲ Notice of the award in NAIFA publications.

The award is non-transferable. The YAT Leader of the Year is expected to attend the 2012 NAIFA Career Conference and Annual Meeting and participate in YAT programming at the Conference.

WHAT IF I HAVE QUESTIONS REGARDING THE REQUIREMENTS OR ONLINE APPLICATION?

Email us at yatleader@naifa.org.

**NAIFA will reimburse the lowest roundtrip coach fare, not to exceed \$500.*

Updated 10/2011

