



ADVOCATE

April/May 2009

Creating Opportunities for the Leaders of Tomorrow...Today!

Why the Young Agents Sales & Leadership Conference?

We all know that insurance is an extremely competitive industry. Every piece of information or skill you can acquire gives you an edge in this industry.

The Young Agents Committee has put together an educational event, with networking and social activities, focused directly on you...the young agent.

During the conference, you will attend classes by two outstanding National Speakers, have the possibility of earning eight (8) hours of continuing education credit, and spend time networking with others in a very relaxed and interactive atmosphere.

More information can be found on our website at www.IYoungAgents.com.

Sponsorship & Advertising Opportunities are still available. Don't miss this opportunity to get your company's information in front of the future leaders of the industry.

Visit www.IYoungAgents.com for details.

Thank you to our sponsors to date:

- Auto Glass Center
- Auto-Owners Insurance
- Bedford Underwriters, Ltd.
- The Hanover Insurance Group
- The IMT Group
- Progressive
- Rockford Mutual Insurance Company
- Society Insurance
- West Bend

Young AGENTS
Sales & Leadership Conference
June 5-6, 2009

Up to 8 hrs CE (pending)
Networking Opportunities
Social Events
And more!

Holiday Inn City Centre
500 Hamilton Boulevard
Peoria, IL 61602

Look for more information at www.IYoungAgents.com

We Look Forward to Seeing You On June 5-6 in Peoria!

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Upcoming Events

Technology Conference

Special discount price for Young Agents

Don't miss the opportunity to see a preview of the Next Major Advance in Workflow: Real Time. The program includes presentations, panel discussions, Q&A, and comparative rating demonstrations.

After the morning session, visit the technology based tradeshow luncheon to have your questions answered and spend time networking.

In the afternoon, National Speaker Chris Amrhein presents the popular session P.O.W.E.R. of Change: Performance Oriented Workflows Ensure Results.

For more information & to register visit <http://www.iaofillinois.org/Education>

So let's recap:
6 Hours of CE Available
2 "Wave of the Future" Programs
1 Technology Based Tradeshow
All for the price of \$75 for Young Agents.

Where will you be next Thursday?
The Westin Chicago Northwest in Itasca

Illinois Young Agents are on
Facebook...

are YOU?

Join the Group

"Illinois Young Insurance Agents"

Q?'s: schurchill@iaofillinois.org

Community Service

Want to be more involved in your area?

Join the Illinois Young Agents at:

Northern Illinois Food Bank

June 25 - St. Charles

Information still pending, but limited to 30 people - anyone from 9 yrs old and up are welcome!

Must sign up in advance.

Have an idea for something else?

The Young Agents Committee is always looking for more ways to get involved in the community.

If you are interested in helping or have another idea contact Shannon Churchill at shurchill@iaofillinois.org or (800) 628-6436 ext. 3004 for more information.



Calendar of Events

April

25 • Cubs vs. Cardinals Baseball Outing

29 - May 1 • IIABA National Legislative Conference

June

5-6 • IL YA Sales & Leadership Conference

July

1 • Deadline for College Scholarships

8-9 • Trusted Choice Big "I" Junior Golf State Championship

August

1 • Deadline for Young Agent of the Year Applications

18 • Pro-AM Golf Outing

September

11-13 • IIABA Young Agents Sales & Leadership Conference

October

7-9 • IIA of Illinois Convention Showcase

Upcoming Events Cont...

IIABA National Legislative Conference & Convention

Political a Go-Go

We've Got Issues

"Mambo Sauce," a Washington D.C. area Go-Go band (insert favorite dance move here) has a local hit titled, "Welcome to D.C." In reference to D.C., a lyric from the song sings, "It's the city where the people have the power."

Are you ready to be a part of that power?

Before arriving in D.C. for the 2009 Big "I" Legislative Conference & Convention (LC&C), here's a heads up on the issues, and other tips and tricks. So go-go with gusto as you hit Capitol Hill!

Wish you were going? Save the dates now for next year's event: April 21-23, 2010

Issues:

Insurance Regulation: Where will you and your agency be regulated – at the state level, federal level or both?

Agent Licensing Reform: Educate Congress on why producer licensing needs to be more efficient.

Natural Catastrophes: Advocate for renewal of the National Flood Insurance Program and natural disaster proposals.

Health Insurance: Make sure agents remain vital in delivering health insurance to small businesses and individuals.

Taxes: Fight potential federal tax increases that could harm Big "I" business owners.

Tips and Tricks:

Passing on the Left: Ding! Ding! When using the escalator stand on the right and walk on the left.

Is that...?: Keep your eyes peeled for politicians and celebrities as you never know who you might see. Power spots include [The Palm](#) and [Off the Record](#) at the Hay Adams Hotel.

Chill on the Hill: The Library of Congress, Supreme Court, National Postal Museum, and Union Station are all located around Capitol Hill. Take in the sights as you meet with your Congressman.

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YAC Chat
Spring Edition

The YAC is looking for a few good men & women to volunteer at the

**Trusted Choice Big "I" Junior Golf Outing
State Championship
July 8-9 at Lick Creek Golf Course in Pekin**

Also, If you know a junior golfer (under the age of 19) sign them up to play in one of our local tournaments.

Visit http://www.chooseindependent.com/junior_golf_or_email_schurchill@iiaofillinois.org for more information.



Golf Anyone?

Young Agents Third Annual Pro-AM Golf Outing

Mark your calendars now for August 18th and join us for a fun day at the golf course. The day will start with an education course (details still pending), followed by a 1 p.m. shotgun start at Prairie Landing Golf Course in West Chicago. Registration includes golf, lunch, dinner and beverages. The outing pairs company representatives with young agents to network in a very relaxed atmosphere. More information can be found on our website at <http://www.iiaofillinois.org/youngagents>.

Association News

Legislative Update

Hot of the press, the latest *Association Brief* contains the following hot topics and more. Make sure you are up to date on the latest Legislation.

- Quinn Issues Executive Order Regarding DOI
- New Rules for Red Flag and COBRA
- COBRA Rules Under the American Recovery and Reinvestment Act of 2009
- Don't forget to PAC!

More news is available at
<http://www.iaofillinois.org/Communications>.

Products & Services

Young Agent IIA of IL Members have the following (are more) resources available:

- AgentSecure
- Big "I" Markets
- Bonds
- RLI Personal Umbrella
- Workers' Compensation

Visit <http://www.iaofillinois.org/ProductsServices> for more info.

Independent Insurance Agents **IIA**
OF ILLINOIS

IIA of Illinois releases new website:
www.IAofIllinois.org
New name • new logo • new content
A New Direction for the Future!

Education Center

Upcoming Education Opportunities include:

- April
- 22 • CISR-Dynamics of Service - Freeport
 - 22 • CISR-Commercial Casualty - Orland Park
 - 23 • E&O - Geneseo
 - 23 • Technology Conference - Itasca
 - 28 • CISR-Commercial Casualty - St. Charles
 - 28 • E&O - Rockford
 - 29 • CISR-Personal Auto - Naperville
 - 30 • CISR-William T. Hold - Springfield

Visit <http://www.iaofillinois.org/Education> for more details & to register.



Thank you to our *Advocate Sponsors*



PROGRESSIVE



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