

NAIFA ASKS . . .

## WHAT DOES **YAT** MEAN TO YOU?



“ . . . support for my business and the training I need to advance my career.”

– JENNIFER A. ALFORD,  
CREATIVE FINANCIAL PARTNERS

“ . . . respect for myself and my profession.”

– TAYNE DENEUI,  
WOLD & ASSOCIATES

“ . . . confidence to make my chosen profession a career . . . and my own place of belonging and ownership in NAIFA.”

– CAMILLE VAN HAM,  
COUNTRY INSURANCE,  
VAN HAM AGENCY



The Young Advisors Team (YAT) is your best resource as you begin your career in the insurance and financial advisory business. If you're a NAIFA member who is 40 or under or has been in this business for five years or less, you are a part of YAT. That means you have free access to value-added services designed to support you in the early stages of your career. Membership in NAIFA is already worthwhile for more than 59,000 insurance and financial professionals. For the hundreds who enjoy the added benefits of YAT, membership is invaluable. The question is not, “Why should I join NAIFA?” but “Can I afford not to join NAIFA?”

In addition to the best-in-class membership privileges of NAIFA, YAT gives you access to other top-line benefits, including:

- Business tips like how to land quality referrals, form successful work habits, analyze your practice and more from *Advisor Today's YAT Chat* and other resources.
- Opportunities to network with other young professionals at local, state and national meetings.
- Mentoring opportunities through NAIFA's partnership with the MDRT/GAMA Mentoring Program.
- Advocacy updates and special rates for first-time PAC contributors through NAIFA's YATPAC initiative.
- Customized educational programs for those early in their careers.

Be a part of YAT and accelerate your rise to success today! To learn more about YAT and sign up for *Advisor Today's YAT Chat*, visit [www.naifa.org/yat](http://www.naifa.org/yat). If you have questions, email [yat@naifa.org](mailto:yat@naifa.org) or contact NAIFA's Member Service Center at 877.866.2432 (877-TO-NAIFA)



MAKE ANOTHER **CONNECTION THAT COUNTS TODAY!**

**FIND YOUR LOCAL YAT GROUP OR START YOUR OWN! VISIT [WWW.NAIFA.ORG/YAT](http://WWW.NAIFA.ORG/YAT) TODAY!**