



Independent Insurance
Agents of **Virginia**



2024
**YOUNG AGENTS
CONFERENCE**

October 9 - 11
Sheraton Norfolk Waterside Hotel



Anchoring Success in Insurance

Network with Peers. Learn from the best.



**Register Now at
iiav.com**



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Who can attend the Young Agents Conference?

You might be wondering about the Young Agents and who they represent? The technical definition is an insurance professional under the age of 41 or who has been in the industry for less than 5 years that works with a Big "I" member agency.

All company representatives, regardless of age are encouraged to interact with the future leadership of the Big "I".

With that being said... We are ALL young at heart, and everyone is welcome to join the fun and networking at Young Agent hosted events.

What will you get by attending this conference?

You will **LEARN** from our amazing presenters who have ideas, strategies, and tools that will leave you changed.

You will **CONNECT** with like-minded professionals and have an opportunity to challenge your thinking, learn from others, and develop lifelong friendships.

You will gain **CONFIDENCE** that your clients will be able to see and feel the right away.

You will **DEEPEN YOUR KNOWLEDGE** of the industry, and use that knowledge to up your game.

Invest in yourself - it's time to register!



2024 Conference Schedule

9 OCTOBER	3 pm – 5 pm	Registration
	6 pm – 8 pm	YAC Welcome Reception and Networking – Blue Moon
10 OCTOBER	8 am – 9 am	Registration & Breakfast
	8 am – 10:45 am	Leadership, community involvement and managing different egos with Tony Brothers
	11 am – 12 noon	Agency Utilization of AI Connect with Office with Jason Sabo
	12 noon – 1 pm	An interview with Laura Hancock – Demands on the professional woman
	1:30 pm – 3:30 pm	Agent Pitfalls – Common Problems Found During Agent Investigations with Juan A. Rodriguez, Jr. and Lee W. Wietz
	3:30 pm – 5:30 pm	Trade Show
	6:30 pm – 8:30 pm	Reception & Awards Dinner
	8:30 pm – 10:30 pm	Visit Waterside
11 OCTOBER	8 am – 9 am	Breakfast
	9 am – 11 am	Collaboration equals currency – using LinkedIn effectively with Rob Youngblood
	11 am	Closing
	11 am – 12 noon	YAC Committee plans for the coming year – Get Involved!



2024 GUEST SPEAKERS



Tony Brothers

Tony Brothers is entering his 31st season as an NBA official and has officiated 1,800 regular season games and over 200 playoff games, including 13 NBA Finals appearances.



Jason Sabo

Jason Sabo is an experienced Business Consultant with a proven record of helping agencies improve their sales, operational, and strategic management strategies.



Rob Youngblood

Rob “YB” Youngbloods known as “The LinkedIn Locksmith” because of his ability to unlock the power of LinkedIn for his clients who want to increase their influence, impact and income .



Laura Hancock

Laura Hancock is the Vice President of Ford and Thomas Insurance Agency based out of Richmond Virginia. She is a past Chair of the IIAV Young Agents and this year’s winner of the Virginia Young Agent Award.



Juan A. Rodriguez, Jr.

Juan is the Chief of Investigations for the VA State Corporation Commission’s Bureau of Insurance and has been with the Bureau for 18 years.



Lee W. Wietz

Lee is currently Manger of the Property and Casualty Agents Investigation Section for the VA State Corporation Commission’s Bureau of Insurance. Lee has been with the Bureau for 13 years.

2024 Young Agents Conference Registration

Please register online at iiav.com.

To register by mail, please complete the information below and mail or fax it to:
IIAV | 8600 Mayland Ave | Richmond, VA 23294
Fax 804-747-6557

Attendee Information (please print)

Name _____ Title/Position _____
Badge Name _____ VA Agent License # _____
Agency/Company Name _____
Business Address _____
City/State/Zip _____
Office Phone _____ Cell Phone _____ Email _____
Guest Badge Name (Not a licensed agent) _____
Child's Badge Name (under 18) _____

Payment Information

Payment Method (circle one) Check payable to IIAV, MC, VISA, DISCOVER, AmEx
CC# _____ Exp _____ Sec Code _____
Billing Address _____
Name _____ Signature _____
Company Code _____

Event Registration Fees

Registration Type	Member	Non Member
Agency Company Representative	\$225	\$275
Guest/Non Licensed Agent	\$200	\$250
Welcome Reception Only	\$75	\$85
Trade Show Only	\$75	\$85
Awards Banquet Only	\$75	\$85

Hotel Information

Sheraton Norfolk Waterside

777 Waterside Drive
Norfolk, VA 23510

The room rate for the IIAV room block at \$164 per night
and is available from Sunday, October 6 thru Saturday,
October 14.



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