



YOUNG AGENT AWARD & CONFERENCE

2023 SPONSORSHIP OPPORTUNITIES



Award: Class of 2020



Award: Class of 2021



Award: Class of 2022



The Young Agent Conference is back!



YOUNG AGENT AWARD & CONFERENCE

**SPONSORSHIP DEADLINE:
AUGUST 25, 2023**

ABOUT THE AWARD

In 2020, IA&B launched the Young Agent Award program recognizing rising stars in the independent insurance community in PA, MD, and DE.

Three young agents (one from each state) will be selected by a panel of judges. Recipients will be publicly announced and recognized in October 2023.

ABOUT THE CONFERENCE

October 3-4, 2023

Cork Factory, 480 New Holland Ave, Lancaster, PA 17602

Tentative Agenda:

October 3

10:00AM-5:00PM – Conference

5:30PM-9:00PM – Dinner & Social Events

October 4

8:00AM-3:00PM – Conference

AWARD DETAILS

RECIPIENTS WILL BE:

- Featured on the cover of IA&B Primary Agent magazine, October edition
- Featured in a video on IA&B website, social media, and shown at IA&B Young Agent Conference (Oct. 3-4 in Lancaster, PA)
- Recognized and part of a panel discussion at Young Agent Conference (Oct. 3-4 in Lancaster, PA)

AWARD CRITERIA INCLUDE:

- Must be a licensed P&C Agent
- Employed for one year or more by an IA&B Member Agency in PA, MD, or DE
- 40 years or younger on Oct. 1, 2023
- Made community contributions through volunteering or service
- Example of emerging-leader status in the field
- Participated in IA&B events, education, or other happenings
- Comfortable with public speaking

NOTE: Applications for nominations are due Tuesday, June 13, 2023 by 4:30 PM. A person can be nominated or self-nominated. Information can be found at IABforME.com.

LAST YEAR'S RECIPIENTS



Kyle Brasure, CIC, CLCS
Wilgus Associates, Inc.
Bethany Beach, DE



Jennifer McClure, CIC, ACSR, CBIA
Diversified Insurance Industries, Inc.
Hunt Valley, MD



Dave Rivell, CIC, CRM
Element Risk Management
West Chester, PA

SPONSORSHIP

■ \$5,000

Have your company's logo featured on these co-branded promos:

FOR THE AWARD

VIDEO HIGHLIGHTING RECIPIENTS

- Featured on IA&B Website Homepage (6,000+ views monthly)
- Promoted on IA&B social media (YouTube, Facebook, Twitter, LinkedIn)
- Shown during Young Agent Award Ceremony at conference

PRIMARY AGENT MAGAZINE: YOUNG AGENT EDITION, OCT. 2023

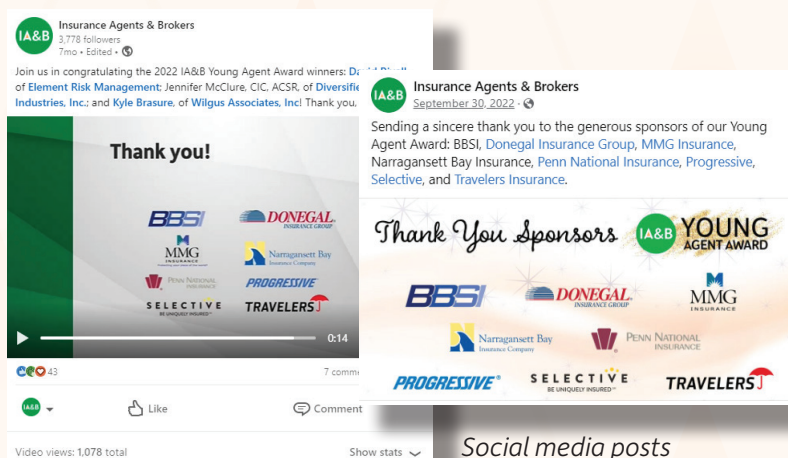
- Mailed to 1,150+ member agencies
- Emailed to 11,000 members

EMAIL ANNOUNCEMENT

Your company's name will be listed on any emails promoting the 2023 Young Agent Award program. It includes the highly anticipated email announcing the winners from the IA&B President & CEO.



Screenshot from the video



Social media posts

FOR THE CONFERENCE

- All print and digital advertising
- Conference Signage
- Conference & Award Webpage
- Full Page Ad in the Conference Notebook
- 2 Complimentary Registrations to attend the Conference
- Opportunity to address the attendees at the Conference

BONUS ADD-ON SPONSORSHIP OPPORTUNITY

\$500 Sponsorship of Women's Breakfast on Day 1 of Conference



October 2022 magazine

ABOUT IA&B

Insurance Agents & Brokers (IA&B) is a professional trade association that is a driving force behind professional training, advocacy, and support for independent agencies. IA&B is the premier resource and champion for independent insurance agents in PA, MD, and DE.

25
DEDICATED STAFF TO
SUPPORT MEMBERS



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TERRITORY



SOCIAL MEDIA



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YouTube.com/@IA_and_B

IA&B Podcasts can be found at:



CONTACT US



800-998-9644



IABforME.com



650 Wilson Lane, Suite 200
Mechanicsburg, PA 17055

191 Main Street
Annapolis, MD 21401



IAB@IABforME.com

OUR MEMBERS

IA&B member agency principals and owners have established careers, extensive professional networks, and strong community involvement.



ANNUAL AGENCY REVENUE

Reach member agencies with solid revenue.

\$500,000 - \$1,249,000

23.1%



DE

12.2%



MD

13.6%



PA

\$1,250,000 - \$2,499,000

38.5%



DE

34.1%



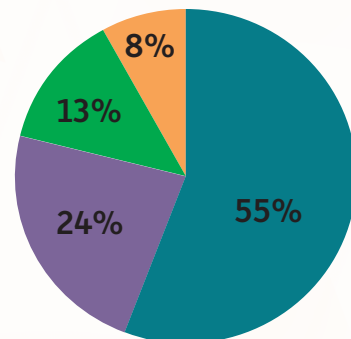
MD

29.5%



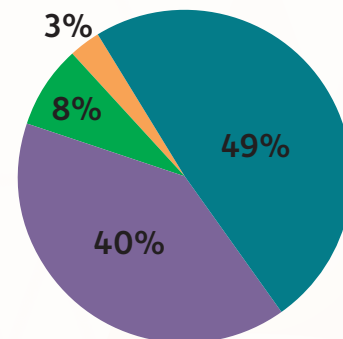
PA

NUMBER OF EMPLOYEES



1-5 6-10 11-20 Over 20

LINES OF BUSINESS



Personal Commercial Group Health Other

SPONSORSHIP REGISTRATION FORM

YOUR INFORMATION

Company Name: _____

Company Name as it Should Appear in Publications: _____

Contact Name: _____

Address: _____

City: _____ ST _____ ZIP _____

Office Phone: (_____) _____ Cell Phone: (_____) _____

Email: _____

PAYMENT

Young Agent Sponsorship: \$5,000 Bonus add on: \$500 Women's Breakfast Sponsorship

Method of Payment: Check enclosed - payable to IA&B. Charge my personal credit card.
 Charge my corporate credit card.

Credit Card: _____ Exp. Date: ____ / ____ CVV: _____

Name of Cardholder (PLEASE PRINT): _____

Card Type: Visa MasterCard American Exp. Discover

Signature of Cardholder: _____

Note: Sponsorships may be deductible as ordinary business expenses; however, they may not be considered charitable contributions.

THANK YOU



Send completed form to: IA&B, 650 Wilson Lane, Suite 200, Mechanicsburg, PA 17055

QUESTIONS? Contact Alane Fagan at AlaneF@IABforME.com or 800-998-9644, ext. 512

Deadline for submission: August 25, 2023.

IA&B OFFICE USE ONLY

Date Rec:

Amt:

Ck #:

Date Ent: