



YOUNG AGENT AWARD



CLASS OF
2021

SPONSORSHIP
OPPORTUNITIES



YOUNG AGENT AWARD

**SPONSORSHIP DEADLINE:
AUGUST 13, 2021**

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 including IA&B staff and volunteers. Recipients will be publically announced and recognized in October 2021.

RECIPIENTS WILL BE:

- Featured on the cover of IA&B Primary Agent magazine, October edition
- Featured in a video on IA&B website and social media

AWARD CRITERIA INCLUDE:

- Employed for one year or more by an IA&B Member in PA, MD, or DE
- 40 years old or younger on October 1, 2021
- Made community contributions through volunteering or service
- Example of emerging-leader status in the field
- Participated in IA&B events, education, or other happenings

NOTE: Applications for nominations are due Friday, June 18, 2021. A person can be nominated or self-nominated. Information can be found at IABforME.com.

SPONSORSHIP

■ \$1,000

BE PART OF THE IA&B YOUNG AGENT AWARD

Become a sponsor! Have your company's logo featured on these co-branded promos:

■ IA&B YOUNG AGENT AWARD WEBPAGE

■ VIDEO HIGHLIGHTING RECIPIENTS

- Featured on IA&B Website Homepage (6,000+ views monthly)
- Promoted on IA&B social media (YouTube, Facebook, Twitter, LinkedIn)

■ PRIMARY AGENT MAGAZINE: YOUNG AGENT EDITION, OCT. 2021

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

■ EMAIL ANNOUNCEMENT

- Email announcement from IA&B President & CEO to independent insurance network



LAST YEAR'S RECIPIENTS



Greg Bennett
Famous & Spang Associates
Aberdeen, MD



Carissa Bonner, AINS, CRIS
Gibbel Insurance Agency
Lititz, PA



Kevin Thomas, Jr., CPIA
CBM Insurance
New Castle, DE

LEVERAGE YOUR SPONSORSHIP

For example, Donegal Insurance Group took advantage of their 2020 Young Agent Award sponsorship by highlighting their appointed agents' success in additional consumer-facing media outlets.



CBM President Brandon Baffone praised Thomas for his level of integrity to both insurance partners and his clients.

"He takes great pride in being their trusted advisor," Baffone said. "I have seen him walk away from business because he will not compromise his ethics to win an account."

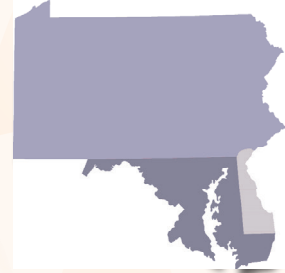
ABOUT IA&B

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



IA&B
TERRITORY



SOCIAL MEDIA



/IA_and_B



/IABforME



/company/IA_and_B



YouTube.com

CONTACT US



800-998-9644



IABforME.com



PA: 5050 Ritter Road, Mechanicsburg, PA 17055
MD: 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 involvements.



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%



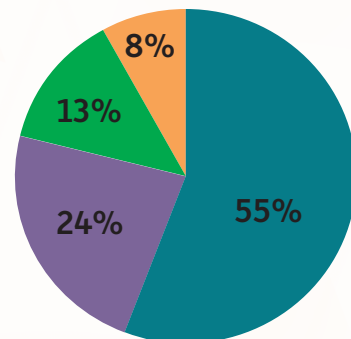
MD

29.5%



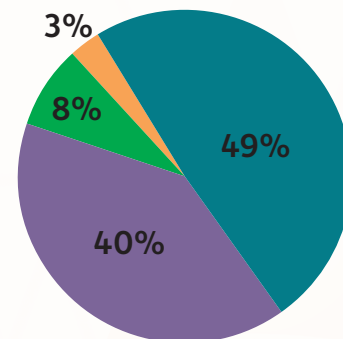
PA

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 Award: \$1,000

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

Credit Card: _____ Exp. Date: _____ / _____

Name of Cardholder (PLEASE PRINT): _____

Card Type: ☐ Visa ☐ MasterCard ☐ American Exp.

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, 5050 Ritter Road, Mechanicsburg, PA 17055

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

Deadline for submission: August 13, 2021.

IA&B OFFICE USE ONLY

Date Rec:

Amt:

Ck #:

Date Ent: