

MWYA MIDWEST YOUNG AGENTS



July 15-16, 2018

Embassy Suites • Old Market • Omaha, Nebraska



Welcome to the future.

Look at the stats on this page.

Young agents are going to have the responsibility to move the insurance industry forward more than any generation in our history.

“The average age of an agent in the U.S. is 59 years old.”

With that being said...a few of us got together at the Young Agents Leadership Conference last year in Chicago and thought up the idea of bringing something similar to the masses...specifically in the Midwest.

1. Not all Young Agents have the time and resources to make it to the national conferences.
2. Sometimes it's hard to relate to agents all over the country because markets and clientele can be so different.

“Nearly 50% of the industry's workforce is older than 45, with only 27% under age 35 in line to replace them.”

We hope the first ever MWYA Conference overcomes those challenges.

Take advantage of the time you will have with your peers in Omaha.

Thanks and enjoy!

MWYA Conference Committee

“50% of the entire insurance industry will retire in the next 10-15 years.”

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Agenda (Subject to Change)

Sunday, July 15th

- 12:00pm** Golf Outing – Quarry Oaks Golf Club (www.quarryoaks.com)
- 6:00pm** Social @ Old Mattress Factory (apps/drinks) sponsored by **nextgen** Nebraska

Monday, July 16th

- 8:30am–8:45am** Opening Remarks
- 8:45am–9:45am** Keynote Speaker – Aaron Davis (www.aarondavis.co)
- 9:45am–10:00am** Break (Snacks/Drinks)
- 10:00am–11:45am** All Group Session with Brandie Hinen from Powerhouse Learning – *Sales Rollercoaster*
- 11:45am–12:00pm** Break
- 12:00pm–1:30pm** Lunch with roundtable discussion on YA topics (Led by Brandie Hinen)
- 1:30pm–1:45pm** Break
- 1:45pm–3:45pm** All Group Session with Brandie Hinen from Powerhouse Learning – *Emotional Intelligence*
- 3:45pm–4:00pm** Break (Snacks/Drinks)
- 4:00pm–5:30pm** Carrier Speed Dating (Round table discussions with carriers/vendors)
- 5:30pm–7:30pm** Embassy Cocktail reception in courtyard area

**Registration limited to the first 200 people – \$75/registration (additional \$80 for Golf Outing)*

**Limited room blocks available at the Embassy Suites Old Market for July 14th, 15th, & 16th – \$129/night*



Overviews

Sunday, July 15th

MWYA Golf Outing

Quarry Oaks Golf Club

Ashland, NE

www.quarryoaks.com

Come in early on Sunday and join us for golf at Quarry Oaks, the #1 Public Course in Nebraska according to Golf Digest. This golf outing is optional. Additional charge applies at registration.



Welcome Social

Old Mattress Factory

Downtown Omaha

www.themattomaha.com

*Get this conference started! No better way than heavy apps and drinks at one of the coolest bars in Omaha. Make sure to tell us if you are coming to this when you register! Sponsored by **nextgen** (Nebraska Young Agents).*

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Overviews

Monday, July 16th

Keynote Speaker

Aaron Davis

Aaron Davis Presentations
www.aarondavis.co

As a member of the Nebraska 1994 National Championship football team and the author of three books, Aaron has a keen understanding of what it takes to achieve incredible results. He is a thought leader and expert in the area of attitude and how it impacts every area in your professional and personal life! Aaron will equip you with tips, tools, and techniques on how to utilize the power of a Champion Attitude to reach your full potential!



How to get and stay motivated through the sales cycle roller coaster

Brandie Hinen

Powerhouse Learning
www.powerhouselearning.com

Learn how to keep steady in tough times, to get prospects and clients to understand your value, and to become the advisor they trust. Turn your prospect from a price shopper into a relationship builder; become an influencer and abolish stereotypes that keep you from the win.

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Overviews

Monday, July 16th

Roundtable Lunch

Lead by Brandie Hinen



This working lunch will provide all of us an opportunity to discuss Young Agent topics as a group. Assigned tables will allow you to be with a diverse group of peers for these conversations. Brandie will lead the Q&A. It will be fun.

The Power of Emotional Intelligence

Brandie Hinen

Powerhouse Learning

www.powerhouselearning.com

How well you address adversity is your #1 factor of success. Learn simple ways you can think differently and overcome your most challenging obstacles. Emotional Intelligence is the ability to understand and use emotions in positive ways to help overcome adversity, relieve stress, and diffuse conflict. Learn how to take on the over 22 adversities we face a day better so that you can be more productive in your day. We will talk about identifying the campers, climbers, and quitters in your organization and how to empower others to better performance.



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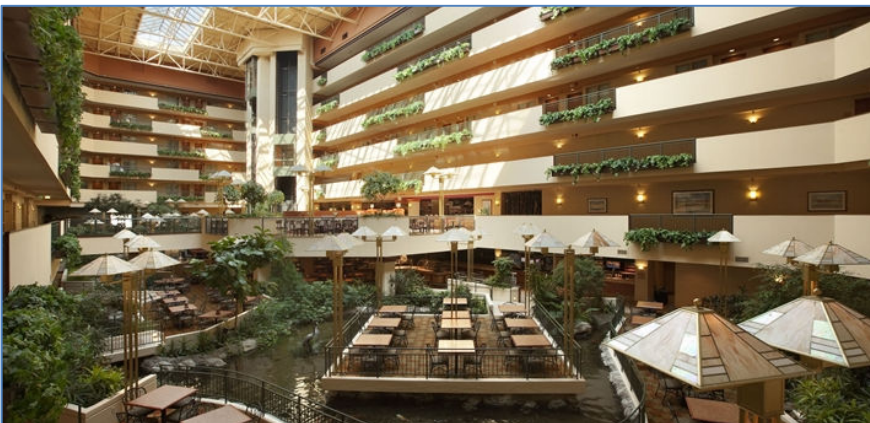


Overviews

Monday, July 16th

Carrier Speed Dating

We are changing things up from your typical trade show booths. Agent groups will rotate around to different carrier round tables for some timed one-on-one conversations similar to ...you guessed it...speed dating. Refreshments may be involved as well.



Evening Reception *Embassy Suites*

For those staying around for the night, enjoy complimentary drinks and appetizers in the Embassy courtyard.

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Sponsors

Thank you to our generous sponsors for helping make this event possible.

Gold Level Sponsor



Silver Level Sponsors



Special thanks to our hosts this year:



INDEPENDENT INSURANCE
AGENTS OF NEBRASKA

