

Where did the prospective members come from? Participants came from online ads placed with InsuranceNews Net. Our initial response was more than 200 interested participants.

Why are YATs serving as the ambassadors? Not only are the YATs more likely to be in similar demographics to our prospective members, but because they are the future of our association. As we grow and develop our YAT leaders, we grow and develop the future of NAIFA.

**How do I become a speaker?** If you are interested in telling your NAIFA story on one or more of our four topics, please complete this form and we will reach out to you.

I know of a potential member, how do I get them signed up to participate? We have <u>registration open</u> for our next two classes in November and January.

**These webinars sound great...can I participate?** We realize that this is quality content that all of our members can benefit from hearing, these sessions are specifically designed for prospective members.