



NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS






# YAT — Young Advisors Team

## Professional Development – Training, Tools and Resources

TRAINING/TOOLS	RESOURCES
<p>NAIFA Young Advisor's Team (YAT) is dedicated to the needs and interests of members who are 40 years of age and under or within the first five years in the industry. Features targeted products, programs, services and networking opportunities.</p>	 <p>NAIFA 's Young Advisors Team (YAT)  <a href="http://www.naifa.org/benefits/yat/index.cfm">www.naifa.org/benefits/yat/index.cfm</a></p>
<p>The NAIFA Leadership in Life Institute (LILI) is devoted to advancing your personal growth, business practices, and professional skills. Through this six-month leadership program, NAIFA members investigate professional and personal topics with the goal of enriching every aspect of their lives, from family to business to association. Based on the thought of leadership by Stephen Covey, Jim Collins, John Maxwell and Kouzes &amp; Pozner, topics include time management, vision and mission statements, effective relationships, and business plans.</p>	 <p>NAIFA Leadership in Life Institute (LILI)  <a href="http://www.naifa.org/benefits/lili/">www.naifa.org/benefits/lili/</a></p>
<p>Free monthly podcasts featuring industry experts discussing a wide range of sales, marketing, prospecting and practice management topics.</p>	<p>NAIFA's Advisor Today free podcast series—  "Building a More Successful Practice".  <a href="http://www.advisortoday.com">www.advisortoday.com</a></p>
<p>Free, 24/7 access for NAIFA members to this comprehensive, user-friendly online library that includes fact finders, concept pages, business tips and tools, client presentations, tax tables and specimen documents.</p>	<p>NAIFA Virtual Library  <a href="http://www.naifa.org/benefits/vsa/index.cfm">www.naifa.org/benefits/vsa/index.cfm</a></p>
<p>Microsoft Windows-based powerful sales activity and production data analysis tool with customization and coaching support features. Designed to help individual producers track and boost their sales performance and manage their client cases in a comprehensive yet readily accessible manner.</p>	<p>NAIFA-Alberstein Career Activity Management (CAM) Report™  <a href="http://secure.naifa.org/naifamarketplace">http://secure.naifa.org/naifamarketplace</a></p>
<p>Paper-based tool that helps you efficiently manage the organization of daily contacts, appointments, presentations, and results—a perfect companion to the CAM report.</p>	<p>NAIFA-Alberstein Productivity Planner  <a href="http://secure.naifa.org/naifamarketplace">http://secure.naifa.org/naifamarketplace</a></p>
<p>Targeted lead generation service</p>	 <p>Salesgenie.com  <a href="http://www.naifa.org/benefits/preferred/">www.naifa.org/benefits/preferred/</a></p>

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TRAINING/TOOLS	RESOURCES
Discount wardrobe programs	 <p>Brooks Brothers and JoS. A. Banks  <a href="http://www.naifa.org/benefits/preferred/">www.naifa.org/benefits/preferred/</a></p>
Resource materials authored by NAIFA members and strategic partners on topics of interest including sales, marketing, prospecting, and practice development.	<p>NAIFA Bookstore on the NAIFA Marketplace  <a href="http://secure.naifa.org/naifamarketplace">http://secure.naifa.org/naifamarketplace</a></p>
Online video training program designed with features unique to NAIFA members which employs a four-step process to help you identify, refine and build your “elevator pitch.”	<p>The Value Pitch Process™  <a href="http://www.thewisdomlink.com/valuepitch/">www.thewisdomlink.com/valuepitch/</a></p>
Free NAIFA member access to monthly online video series featuring timely topics presented by LIMRA subject matter experts.	<p>LIMRA Market Awareness Series  <a href="http://www.naifa.org/benefits/marketawareness/index.cfm">www.naifa.org/benefits/marketawareness/index.cfm</a></p>
Online training and information programs on various topics important to running your business and enhancing your success including practice management, sales, marketing, and prospecting. These video-based programs are available 24/7 and are further enhanced by downloadable print materials and resources.	<p>NAIFA Online Seminar Series  <a href="http://www.naifa.org/benefits/prof_programs/online.cfm">www.naifa.org/benefits/prof_programs/online.cfm</a></p>
Premier educational and training provider of courses that support insurance and financial advisors leading to industry-recognized designations	 <p>The American College  <a href="http://www.naifa.org/benefits/education/professional.cfm">www.naifa.org/benefits/education/professional.cfm</a></p>
Proven sales skill development training program presented in 12 online modules using “Fundamentals of Integrity Selling”™ and supported by 8 group telecoaching sessions led by experienced sales coach, Robert A. Arzt, CLU, ChFC, LUIF	 <p>NAIFA Sales System  <a href="http://www.naifa.org/benefits/sales/">www.naifa.org/benefits/sales/</a></p>