



YAT



YOUNG ADVISOR TEAM

LEADING THE FUTURE OF THE INDUSTRY

Rebecca Schulter CFP, ChFC, CRCP
2021 4 Under 40 Recipient
Memphis, TN
Loyal Member Since 2015

ABOUT THE Young Advisor Team

A Young Advisor Team (YAT) member is defined as someone 40 years of age or younger, or in their first 5 years of the business. Career-changers who are older than 40 qualify and some NAIFA members will want to be included in YAT events and consider themselves what we call "YAT at Heart." While any member can attend and enjoy YAT events, only a true YAT is eligible to qualify for the YAT of the Year award. The National YAT Committee is the overall governing body of YATs across NAIFA Nation. YAT Chairs can be found at the state and local chapter levels. YAT leaders support their chapter's Membership Chairs

and are part of their membership team along with Brand Ambassadors and Diversity Chairs.



Gian Panetta, CLTC
Walnut Creek, CA
Loyal Member Since 2020

In addition to NAIFA protecting our clients and our business, the YAT program provides support and resources to guide young advisors to reach their full potential."

Quick Facts:

- NAIFA's Award-Winning Advisor Ambassador program is fueled by YATs across NAIFA Nation
- All Members of the 2021 National YAT committee have been or are in line to serve as their state or local president
- Build your circles of influence through writing, speaking & volunteering in grassroots advocacy

Get Involved:

- Become an Advisor Ambassador
- Participate in the Future Leaders program designed for college students entering the industry
- Participate in quarterly All-YAT calls
- Attend or organize a YAT event in your area

tdc.naifa.org/yat

NATIONAL ASSOCIATION OF INSURANCE & FINANCIAL ADVISORS

2901 Telestar Court, Falls Church, VA 22042

Phone: 877-866-2432

Email: membernews@naifa.org