



MAIA's Big Event 2016 Scholarship Application

October 27, 28, 29, 30th | Marriott Hotel, Copley Place, Boston, MA

Application Deadline: Sept. 21, 2016 | Recipients Announced: Sept. 28, 2016
The Young Agents Committee will review eligible applicants to be considered for the following scholarship:

Big Event 2016 - Full Registration (3 available)

- **1 Full Registration*** to MAIA's 2016 Big Event
- **Parking** during your time at the conference (Thursday –Saturday).

Eligibility:

- MAIA member in good standing
- 40 or younger or has less than 5 years in the industry
- Priority for those who have not previously attended the Big Event
- Returning Big Event Attendees will be considered

*Entitles you to all that a [Full Registration](#) includes.

What is Big Event?

[The Big Event](#) is your State Association's [Annual Conference](#) & [Trade Show](#), the premier exhibition and educational conference for insurance professionals. This annual event is the insurance professional's top choice for serious education, new product launches, trends that provide a competitive edge, career networking, and access to industry experts and leaders. Big Event is an opportunity to earn continuing education credits, see and meet your peers, hear from industry experts, and be part of the largest state conference for independent agents in the country.

We think **Young Agents will be interested** in the following sessions:

- Chose from one of the [Thursday Intensives](#) and join us later for [the Young Agents Welcome Reception](#) on Thursday.
- Take MAIA's Popular P&C [Licensing Program](#) or expand your skillset with by earning a [PIP](#) or [CPIA](#) designation.
- Congratulate the 2016 Young Agent of the Year during [MAIA's State Annual Meeting](#).
- [Double Your New Business Without Cold Calling](#)
- [Values Vision Purpose Passion Influence](#)
- [Importance of Understanding Innovative Behavioral Sales Skills Versus Traditional Programed Sales Skills – Learn the difference through techniques, tips and scenarios.](#)
- [Somebody Hacked the Wizard – A Data Breach at the Emerald City Insurance Agency \(An E&O Mock Trial\)](#)
- [How to Hack Your Body and Mind for Getting The Most Out of Your Life](#)
- The Safety Zone's [Ignite into New Years Celebration Reception!](#)

[SEE THE FULL CONFERENCE SCHEDULE](#)



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Please complete the following for consideration to your Young Agents Committee. Please return to Melissa Murphy, Young Agent Staff Liaison, at mmurphy@massagent.com or by fax to 508-634-2936.

Applicant Name: _____

Agency: _____

Agency Address: _____

Contact Email: _____ **Contact Phone:** _____

First Timer

Returning Attendee

Tell us why you should be considered for a YAC Big Event 2016 Scholarship. Please provide a Brief Statement (300 words or less).