

## Heritage student outsells them all

When Heritage junior Yerania Espindola accepted an internship with New York Life's Yakima office this summer, she had no idea that a trip to New York City was in her future.

Yerania, a mother of two and Business Administration major, won a trip to the Big Apple through New York Life's 10th Annual College Agent Intern Program Summer Sales Contest. She received the award for submitting the highest number of life insurance applications of all college interns throughout the United States. In three months, Yerania submitted 52 applications. She credits her success to a belief in the product and good, old-fashioned networking.



"In the Hispanic markets, there is a huge need for education about the importance of having life insurance to protect families," said Yerania. "I feel I have a responsibility to teach families about the programs that are available."

In January, Yerania and three regional recipients were flown to the corporation's headquarters in New York City where they met with the agency's senior management team, spent some time in workshops and toured the facility.

Yerania continues to work as an intern with New York Life. The program is designed for full-time students so that they can work part-time during their college career. After graduating, Yerania would like to work towards a management position with the company.