



FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

75 YEARS

www.fnyip.com

2020 Winter Edition

2019 – 2020
EXECUTIVE BOARD

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Connie Smith

VICE PRESIDENT/PRESIDENT
ELECT
Joanne Gifford

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REGIONAL DIRECTORS
Frances A. Scott—Region I

Patricia Crawford—Region II

Heather Burgdoff—Region III

Michelle DiMartile—Region IV

PRESIDENT'S MESSAGE



It's February, 2020 and where has the past nine months gone, my year as your President is almost over and it's been very rewarding. I enjoyed attending the President meetings last year. It was wonderful being at the Insurance Professionals of Fulton County's 75th Anniversary dinner. Robin Grzechowiak and I attended Crossroads Insurance Professional's Charity auction and they raised almost \$600.00+ dollars for their charity. We didn't bring home any of Renee's favorite fudge this time.

The Board Meeting held at One Group in Syracuse was very informative. We are continuing with the marketing incentive up to \$125.00 for each Association that submits a request for reimbursement using the FNYIP logo on their marketing tools. A couple of Associations had table top banners made and they were perfect visual aids. We did some clarifications on the Bylaws and passed some changes. Each Association, please make sure that Mary Paul has your updated Bylaws please.

I'm planning on attending IPALI's Annual Charity event on March 19th and they're honoring CMS. Hopefully I'll fit in a few little trips before convention. I love traveling and visiting the Associations as time allows.

Convention is just around the corner, the convention forms are on the website, or contact your Regional Director or myself and we'll get them off to you. Please make sure you mark that you would like to be included in the Scholarship awards that are presented at convention.

President Connie – Continued.

Please make sure you get your forms for awards and registration for convention in between now and April 1st. We also ask that each Association and member to please put an ad in our Convention Journal. A business card ad is \$15.00 and this helps defray the costs for convention.

I hope to see many of you at Convention in Syracuse, NY this year. I wish to thank you the members, the Board, my Association, the Insurance Women of Buffalo, my co-workers and employer for their support this past year and I look forward to working with Joanne and her board this upcoming year.

See you at Convention!
In Fellowship,
Connie

VICE PRESIDENT/PRESIDENT ELECT

We have some FNYIP Board positions open for 2020-2021. We would love to have new people step up and try a committee position. Here are the openings:

Recording Secretary
Awards, Safety
Education
Historian/Quarter Century
Newsletter
Ways & Means

If you are interested in a position or have questions, please reach out to me at joanne@fulmontmutual.com.

It has been slow going as far as attending events as my work life has been hectic this fall and winter. I appreciate the invitations received so far! I was able to attend the installation of officers for the Insurance Professionals of Albany in June, 2019 and also had the pleasure of attending Region 1 and Region 2 summer board meetings. Region 1's meeting was at Fran Scott's house on a beautiful summer day, it was a great meeting! Region 2 held their summer board meeting after their 75th Anniversary party in August.

Joanne
518 762 3171, ext. 110
joanne@fulmontmutual.com

The Value of One Member

Ten little members standing in a line...
One couldn't go to meetings, so then there were nine.

Nine creative members had ideas that were great...
One feared phone calls, so then there were eight.

Eight eager members arrange the programs, - all eleven
One didn't like fundraisers so now there were seven.

Seven close members heard... "Tired of all the cliques"....
One got discouraged and now there were six.

Six loyal members remained with spirit and drive....
One moved away and then there were five.

Five steadfast members wishing there were more....
One had a baby and then there were four.

Four hardworking members said "Where could the others be?"
One got a new job and then there were three.

Three busy members, looking for ideas that were new....
One got criticized and then there were two.

Two weary members... so much work to be done.
One couldn't find a sitter and then there was one.

One overwhelmed member was feeling rather blue....
Met with a co-worker and then there was two.

Two earnest members each enrolled one more...
Doubling their numbers, then there was four.

Four determined members, just couldn't wait
Each brought another, then there were eight.

Eight excited members signed up eight more ...
In another six meetings there will be 384!

Author, unknown

REGION I

Region I Director – Fran Scott

Insurance Professionals Association of Long Island, Inc. (IPALI) – no report

Queens County Insurance Professionals (QSIP)

Corresponding Secretary Karen Moss has forwarded the following:

Easy donations to charity

Do you shop with amazon.com?

Did you know that they have a program that automatically donates a percentage of your purchase to a charity of your choosing?

Instead of going to amazon.com you would go to smile.amazon.com/and login like you normally would...they will ask through a dropdown at the top of screen right under the search bar the charity you wish to support...supporting_____ (charity name) - is what it looks like...Special Olympics of New York is registered with them for example...but you can search for the charity you might be interested in giving too-and see if they participate.

Here is a link to look at to learn more:

https://smile.amazon.com/gp/chpf/about/ref=smi_se_dshb_aas_saas

The Westchester Insurance Professionals (WIP)

Greetings from the Westchester Insurance Professionals!

I hope you all had a wonderful summer and a blessed holiday season and you are now enjoying a warmer than usual winter!

The Westchester Insurance Professionals held the Summer Board Meeting in August. We discussed our plans for the 2019-2020 term which, as always, included how to increase membership and get our members involved in our association's activities.

Our speaker for our first meeting on September 18th, was Kathy D'Agostino of Win at Business Coaching. The topic was "How To Have High-Stake, Influential, Difficult Conversations and Succeed".

Our October's meeting speaker was John D. Bryan, Attorney at Law, at Jackson Lewis P.C. The topic was "Sexual Harassment In The Workplace".

As always, we had our Annual Charity Auction in November. Our Auctioneer this year was Gene DiNapoli. He was funny and quite persuasive which made for a fun evening and higher proceeds. This is a night of fun while we raise funds for our charities. Proceeds will be donated to Special Olympics and other local charities.

Westchester – Continued.

In December, we held our Holiday Gathering and the Toys for Tots collection.

The topic for our February meeting is Cyber Security. Our speaker is Wynn Salisch. Mr. Salisch is a partner on the Electronic Crimes Task Force of the United States Secret Service.

On March 18, 2020, we will hold a “March Madness” Networking event. This is a joint meeting with The Westchester Fairfield County CPCU and the Honorable Order of the Blue Goose – Westchester Pond.

The topic for our April 22, 2020, meeting is “Giving Back to the Community”. At this meeting we invite members of our chosen charities and present them with the donation check from the Auction proceeds.

May 20, 2020, we will have a Wine Tasting Networking Event. We had a good turnout last year and very positive feedback so we decided to do it again this year.

June 12, 2020, will be our Installation of Officers Dinner.

We will love to have you join us if you are in our area on any of these dates.

For more information, you can contact:

Marianne Calise at (914) 712-4516

Donna Meyer at (914) 308-0446

Effie Tsoukalas at (212) 363-2950

See you all at Convention.

Effie Tsoukalas

Westchester Insurance Professionals

Insurance Professionals of Orange County (IPOC) – no report

REGION II

Region II Director – Patricia Crawford

As Region II director, I have been busy with both the Insurance Professionals of Fulton County and the Insurance Professionals of Albany. Total we formed Team Ice Cube and participated in the Polar Plunge in Lake George on November 9th to benefit Special Olympics. The team was led by Nancy Cashman. It was a very cold and windy day but we still all ran into the lake and celebrated our survival with lunch at the Log Jam Restaurant.

In November, I attended the Insurance Professionals of Fulton County Annual Christmas Auction with some members from the Insurance Professionals of Albany. A good time was had by all and we shared a pizza dinner before the auction and bid on quite a few nice holiday decorations, household items and other nice gift items. In return the Insurance Professionals of Fulton County attended the Insurance Professionals of Albany Christmas party and auction. A good time was had by all.

In February I attended the monthly meeting of Insurance Professionals of Fulton County Monthly Meeting on the 13th with a guest speaker from Mountain Valley Hospice who spoke on their services and volunteer opportunities. We also started early discussions on the 2021 FNYIP Annual Convention as Region II is hosting the Convention.

Insurance Professionals of Albany (IPA)

February 14, 2020

Insurance Professionals of Albany held their Summer Planning Meeting on August 12, 2019 at the Olive Garden. The President's theme is "Tiny but Mighty". The meeting dates were prepared and thoughts of the 19-20 term were brought up.

Our September meeting IPA distributed checks for the Page Alexis Memorial Fund and Colleen O'Connell spoke about the organization and their events.

October meeting we had Kait Roiss from Ronald McDonald House accept our donation. She spoke about the services offered and how we can volunteer our time. We also were getting pumped about the upcoming Polar Plunge.



October Meeting presenting check to Ronald McDonald House

IPA – Continued.

On November 7th, IPA members Pat Crawford and Nancy Cashman attended the Fulton County Insurance Professionals Holiday Auction and had a great time.

November 9, 2019 IPA members Nancy Cashman, Carol Zembruski and Pat Crawford, along with members from IPFC and others joined together for the plunge! It was a cold day but we had a blast!



Also in November, IPA's meeting was a roundtable discussion on the New York State Required Harassment Training and we had lively discussions sharing our thoughts and experiences.



Polar Plunge



IPA attending CDIC holiday Luncheon

December IPA attended the Capital District Insurance Community Holiday Luncheon where donations were provided to Interfaith Partnership for the Homeless.

We also held our holiday meeting on, with the annual Holiday auction. This was a full house with 20 attending and everyone had a great time.



IPA Holiday party/auction

We skip January and looking forward to our February meeting at the end of the month and looking forward to planning Convention in 2021 with IPFC!

Nancy Cashman

Insurance Professionals of Fulton County (IPFC)

The Insurance Professionals of Fulton County have been busy! We are collecting eye glasses for the Lion's club and we are collecting used sneakers to donate to a charitable organization that sends the used sneakers to people in need. In past months, we collected used cell phones and donated them to "Cell Phones for Soldiers" organized by our local senator, George Amedore. We donated stuffed animals and decorative items to the Wells Nursing Home. The items are used by the home as store items for residents with bingo and other game prizes.

We collected animal items, including blankets, toys and other needed items for the Montgomery County SPCA.

We celebrated our 75th anniversary in 2019 with a fun get-together in August, 2019. D. Dorine Dimond, long-time IPFC and FNYIP member was honored on her retirement from the insurance industry after 49 years!



D. Dorine Dimond



President
Connie
Smith and
Robin

Grzechowiak attended and President Connie gave a beautiful tribute to our organization. Our friends from IPA also joined us – Nancy Cashman, Carol Zembruski and Region 2 Director, Pat Crawford.

Laurie Schroeder joined IPA members at the Special Olympics Polar Plunge in Lake George in November.



Joanne Gifford & Judi DeMarco

IPFC – Continued.

Some members attended a Women’s Self-Defense class, which was very informative.

We also hosted our annual Holiday Auction in November. Rocky Snell (at left), our own elf assisted the auctioneer. Proceeds from the auction were donated to the food pantries in Johnstown, Gloversville and Broadalbin, NY.



IPFC members attended Insurance Professionals of Albany’s December meeting and auction. It was a full house, and fun was had by all!



We had some wonderful speakers this year! Kelly Montanye (at left) from the Mountain Valley Hospice spoke on volunteering at hospice. Jen Ratajczak is a new defensive driving instructor and member of IPFC who spoke to us on defensive driving. Joe Pazzaglia (below) spoke on self-defense tactics for women.



REGION III

Region III Director – Heather Burgdoff

I have forwarded all correspondence as requested to the Presidents of each of the local associations' in the Region. I have sent a reminder email about deadlines for Convention. We held a Region III Joint Meeting & President's Meeting in October at Vernon Downs. We reviewed the President's Packet and President Connie Smith was in attendance.

Respectfully submitted,
Heather F. Burgdoff, Region III Director

Insurance Professionals of Central NY – no report

Insurance Professionals of Mohawk Valley (IPMV)

In September 2019, we held our Installation of Officers Dinner. Officers installed were President – Heather Burgdoff, Vice President – Holly Graziano, Corresponding Secretary – Julie Herb, Recording Secretary – Jennifer Hawes & Treasurer – Cathy Tornatore. In October 2019, we just held a regular meeting after the Region III Joint Meeting & President's Meeting. In November 2019, we held a membership night where each member was asked to bring at least one guest. We ended up getting 1 new member that night! In December 2019, we held LeeAnn Fuller from Adopt-A-Mom pack up 50 gift bags that she distributes to single mothers. In January 2020, we had a guest speaker from Rome Memorial Hospital that spoke on the Cancer Screening that is offered.

Respectfully Submitted,
Heather F. Burgdoff, President

North Country Insurance Professionals (NCIP) – no report

Syracuse Insurance Professionals (SIP)

Members of the Syracuse Insurance Professionals have been busy with Syracuse I Day. Members of the Syracuse Insurance Professionals serve on the I Day Committee and staff the Registration area on the day of the event. This year's event was held on October 22, 2019 at the OnCenter in Syracuse.

The event this year was attended by over 700 people who work in the insurance industry. The morning program was Marijuana, #MeToo and Measles – Oh My! Presented by Tim Dodge, AVP Research and Information for Big I NY. He spoke about current insurance industry hot topics. Issues that may arise if marijuana is legalized in NY, along with loss exposures facing employers as a result of the #MeToo movement. He also explained the current state of the auto market for transportation network companies and their drivers. Another recent development he covered is how typical Homeowners and Personal Umbrella insurance policies apply to claims seeking damages for the transmission of communicable diseases, such as measles.

Keynote speaker this year was John Wildhack, Syracuse University's Director of Athletics. Prior to coming to Syracuse University, he was Executive Vice President for Programming and Production at ESPN. He spoke about what drew him to Syracuse and the role that Sports plays in the community.

The Registration area was capably staffed by Syracuse Insurance Members Colleen Donnelly, Sandra Jones, Phyllis Hanesworth, Jeanne Prill, Crystal Swanson and Mary Kathryn Cullen. Camera Shy was member Denise Newton.



REGION IV

Region IV Director – Michelle DiMartile

Crossroads Insurance Professionals – no report

Insurance Women of Buffalo, Inc. (IWOB) – no report

COMMITTEE UPDATES

Director, Scholarships, Long Range Goals & Review of Past Presidents Reports – Robin Grzechowiak:

Past President, Director, Scholarships, Long Range goals

Greetings everyone,

It is with great pleasure that I have the opportunity to serve as your Past President this year. As a reminder, the deadline for receipt of the 2020 Employer of the Year Award applications has been extended from 2/1/2020 to 3/1/2020. Also, I want to remind everyone of the due dates for the following awards/applications:

- 2020 Justine Gobel Scholarship – Submissions due by 4/1/2020
- 2020 Jeanne H. Tice First Timers' Scholarship – Submissions due by 4/1/2020
- 2020 Application for Resolutions – Submissions due by 4/1/2020

I am attaching the forms for your convenience and look forward to receiving them back from you!

Yours in fellowship,

Robin Grzechowiak, CIC, CISR, FIPC

Awards/Safety – Judi DeMarco

Hurry Spring - because that means the end of not-so-pleasant weather (I hope) and FNYIP CONVENTION 2020.

The Safety topic is "Playground Safety". This is very broad and can include use of equipment, playing various "ball" games or just enjoying the surroundings. Be sure your "artists" use an 11x14 paper and any form of drawing equipment such as crayons, markers, colored pencils, stencils, etc. Age groups are 8-9 and 10-11. On the back of the drawing, be sure the youngster's name and age are shown plus your Association name. Please have them to me by 7:00 on Thurs. April 30th.

The awards for Association of the Year are based on a power point presentation. It must include safety projects, publicity, networking, education and community service events.

The 3 association size categories are 1-15 members, 16-23 and 24 and over. DUE TO ME NOT HAVING A HOME COMPUTER OR LAPTOP, JOANNE GIFFORD HAS GRACIOUSLY AGREED TO RECEIVETHEMFORME.PLEASEEMAILTHEM BY 4/10/2020 TO JOANNE@FULMONTMUTUAL.COM.

Any questions on either issue, please call me at 518-881-6164. I am looking forward to seeing everyone in April !!

(On a side note, please have first timers in abundance!. I love being their liaison and introducing them)

Respectfully, Judi DeMarco

Bylaws and Standing Rules – Mary Paul – no report

Chief Financial Officer – Jeanne Prill – no report

Community Service – Janice Goody – no report

Computer Coordinator – Nancy Cashman – no report

Education Chair – Natalie Golubski

The Convention Education Registration form from Education Chair is following.
Please note that the last class is limited to 30 registrations and will be on a first come, first serve basis.

The FIPC Application form is following.

Historian/Quarter Century – Effie Tsoukalas

Greetings Everyone,

I hope you are all doing well!

Convention 2020 is only two short months away. There are certain things that need to be done ahead of time. One of them is getting a Proclamation from your county's government offices. This is a reminder, to all Local Association Presidents, that if you have not requested the proclamation as of yet, to ask for it right away. It is still not too late if you act fast. Convention time will be here before we know it and they need time to get the proclamation to you before the convention.

If you have any questions I can be reached at (212) 363-2950 or (201) 612-8538 or effie0212@aol.com.

See you at Convention!
Effie Tsoukalas
Historian /Quarter Century Chair

Newsletter/Publicity – Laurie Schroeder

Please send the articles to laurie@fulmontmutual.com as a Word document. If available, please include photos relating to your article and remember to list names of those in the picture. The due dates are listed as follows:

<u>NEWSLETTER</u>	<u>DUE BY</u>	<u>RELEASE DATE</u>
Winter - February 2020	02/15/2020	02/25/2020

As a courtesy, I will attempt to send out a reminder shortly before the due date. If I am not in receipt of an article or a note that you have nothing to report, I will be releasing the newsletter without those submissions.

Nominations & Credentials – Diane Hazelton

The Nominating Representative/Voting Delegate form is following

Convention Committee

State Convention Chair/Corp Liaison – Jennifer Hawes

Assistant State Convention Chair – Cathy Tornatore

Convention Secretary – Denese Thompson

Syracuse Insurance Professionals (SIP) and North Country Insurance Professionals (NCIP) are in full swing planning the 2020 Annual Convention.

2020's Convention will be held at **Genesee Grande Hotel** in Syracuse, NY – April 30, 2020 to May 03, 2020.

Their theme this year is ***“An Italian Affair”***. Sounds like fun.

Registration forms for the Convention, Hotel Information, Trade Show and Sponsorship forms will be on the website – www.fnyip.com

In addition to outside Vendors setting up for Thursday night, associations can also set up a table to sell items as a fundraiser for their association. We've had some very creative items sold in past years, including association pins, chocolate, garden decorations, cook books, just to name a few items sold. I'd like to see this continue at this convention. Association tables are offered at a discounted rate.

If you have any questions or need additional information, you can contact any of us on the Convention Committee – Jennifer Hawes, Chairperson – jhawes@uticafirst.com; Cathy Tornatore, Ass't Chairperson – ctornatore7149@gmail.com; or Denese Thompson, Convention Committee Secretary – denese2001@gmail.com

Look forward to see you there.

Denese Thompson, AFSB, AINS, FIPC
Convention Committee Secretary

Ways & Means – Amy Timmerman

The Advertising Contract for the Convention Journal is following.

COLLECT OF COLLECT OF FEDERATION

Almighty God,

Bless us assembled here in Thy sight.

Make us mindful of our obligation to Thee, and our fellow man.

Protect us from all harm, the hazards of neglect, the fires of indifference, the loss
of common concern.

Grant us the assurance of the coverage of Thy love;
extend it to us in all that we do.

Continue in force the policy of good will & mutual respect, and may its' benefits
accrue to the Organization to which we belong; and may grace, mercy, and peace
be ours.

AMEN

CONVENTION CORNER

IPMV will be selling raffle tickets at convention for an Apple Watch Series 5 for \$5.00 a ticket. We will be drawing the winner at convention.



IPFC and IPA will jointly be selling raffle tickets at convention this year. All proceeds are to benefit the 2021 Convention.