



FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

75 YEARS

www.fnyip.com

2019 Summer Edition

2019 – 2020
EXECUTIVE BOARD

PRESIDENT
Connie Smith

VICE PRESIDENT/PRESIDENT
ELECT
Joanne Gifford

RECORDING SECRETARY
Laurie Schroeder

CORRESPONDING SECRETARY
Karen Moss

TREASURER
Jill Burlison

REGIONAL DIRECTORS
Frances A. Scott—Region I

Patricia Crawford—Region II

Heather Burgdoff—Region III

Michelle DiMartile—Region IV

PRESIDENT'S MESSAGE



As I write this article, I reflect on all the things that have happened in the past few years. Insurance Women of Buffalo, Inc. becomes a member of FNYIP, we host a convention, I become President of FNYIP, then Vice-President, IWOB hosts along with Crossroads Insurance Professionals another convention and here I am as President again and where has the time gone, it's just flying by.

There are so many amazing individuals in our organizations and I truly enjoy the time I have spent with you and I look forward to a very successful year and traveling with Joanne Gifford our current VP and President-Elect. Please add us to your Association Newsletters and event invites, we would love to attend what we can. Our Regional President meetings will be coming up and I hope that the President and/or a representative of each Association will attend.

We are trying our best to communicate as much as we can. So please each Association share your events, share your news. My theme this year is "Networking is the Key to Growth". I know we don't have the large member base as we once had, times have changed, Insurance Companies may not support their members to be involved but FNYIP really shows their communities that they care and believe in their members.

President's message continued:

Please mark your calendars for Saturday, October 19th, it's our fall board meeting and it will be held at One Group in Syracuse, guests are welcome to attend. Come and see what the board is all about and hopefully you would love to be involved, it is a very rewarding experience.

I look forward to seeing many of you at the Regional President's meetings and events. Please enjoy the rest of your summer. Please be involved and share your ideas, we really care and want to help where we can.

In Fellowship,

Connie Smith, ACSR, FIPC
President

VICE PRESIDENT/PRESIDENT ELECT

As Vice President/President Elect it has become the time to fill the Board and Committee positions for 2020-2021.

There are Positions of Leadership available – Here comes the sales pitch...As always, FNYIP is looking for members to accept positions on the Board. It is nice to see fresh faces in Board positions and there are some positions that won't take up a lot of your time! Consider serving on FNYIP's Board for the 2020-2021 term.

There will be several openings available and I encourage anyone to 'shop early' and get the position that you always wanted! It is a commitment, but it is one that will not only help FNYIP, it will help you too. My favorite part of being a board member is the new people that we meet each year and the chance to see old friends from all over the state. Being involved with Federation has expanded my Facebook friends list greatly! It is also an excellent opportunity and very rewarding, there is someone to ask for assistance at every turn. The growth of FNYIP is so important and together, we can make the 2020-2021 year a great one. Please let me know if you can help us out by joining the board.

You can reach me at joanne@fulmontmutual.com or joanne616@yahoo.com.

I look forward to hearing from you!

Respectively submitted,
Joanne Gifford FIPC
Vice President/President Elect

Parliamentarian – Robin Miller

Do you just belong?

Are you an active member? The kind that would be missed?
Or are you just contented that your name is on the list?

Do you attend the meetings and mingle with the flock?
Or do you meet in private and criticize and knock?

Do you take an active part to help the work along?
Or are you satisfied to be the kind that just belongs?

Do you work on committees? To this there is no trick;
or leave the work to just a few, than talk about the click?

There's quite a program scheduled that we are sure you have heard about,
And we would sure appreciate it if you will come and help us out.

Please come to the meetings often, and help with hand and heart.
Don't be "Just a member", but take an active part.

Think it over members, you know what's right from wrong.
Are you an active member, or do you just belong."

~ Our members are leaders among the elite of our industry. ~

REGION I

Region I Director – Fran Scott

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

Queens County Insurance Professionals (QSIP) – no report

The Westchester Insurance Professionals (WIP)

Greetings from the Westchester Insurance Professionals.

First, a big “Thank you” to Crossroads Insurance Professionals and Insurance Women of Buffalo for being great hosts and making the 2019 Convention fun.

The Westchester Insurance Professionals ended the fiscal year by the Installation of its Officers for the 2019-2020 term, on June 19, 2019, at the Olde Stone Mill in Tuckahoe, NY.

Our new officers are:

President – Robert (Robbie) Davis;

Vice President – Donna Meyer;

Secretary – Marianne Calise;

Treasurer – Effie Tsoukalas

We extend our sincere thanks to our sponsors for their support of our association throughout the year: All Pro Cleaning & Restoration Services; Belfor Property Restoration; Excise Bond Underwriters; Harvest-On-Hudson; Maxons Restorations Inc.; ServiceMaster Superior Restoration.



The Installation of Officers dinner was our last meeting for the 2018-2019 term. We will have our Summer Board Meeting on July 29, 2019 to plan our next term’s meetings and activities.

We will continue to hold our meetings on the 3rd Wednesday of each month. September’s meeting is on the 18th of the month. Our speaker will be Kathy D’Agostino, of Win at Business Coaching, on the topic of “How to Have High-Stake, Influential, Difficult Conversations & Succeed”. Our November meeting is dedicated to our Annual Charity Auction and in December we have our Holiday Gathering. If anyone is in the area on those dates, we would love to have you join us. For more up to date information you can contact:

Marianne Calise at (914) 712-4516

Donna Meyer at (914) 308-0446

Effie Tsoukalas at (212) 363-2950

Have a great and safe summer.

The Westchester Insurance Professionals

Insurance Professionals of Orange County (IPOC)

Hello from Insurance Professionals of Orange County

We hope all have an enjoyable summer.

We had our last meeting in June so all could have a summer break. We ended with a Barbeque at Fran Scott's house and all brought a covered dish, beverage or desert. We have some cooks amongst our members. We are going to add a recipe to each of our monthly ORCO.

A little relaxation time.

We had an enjoyable meeting and finalized our 2019 – 2010 calendar of events.

Sept. 12, 2019 Possible meeting on the River Rose down the Hudson River, More to follow by Deb Papa

Oct. 3rd, 2019 Golf outing we have joined with Independent insurance Agents. Powelton Club in Newburgh, NY. Fundraiser to give back to the community.

Oct 20, 2019 American Breast Cancer Walk - Woodbury Commons Premium outlets

Oct, 27, 2019 **Huntington Disease Walk.** We will walk for our member Barbara Johnson over the Hudson Bridge Walkway. Come out and support Barb. Tailgate party as well. If you can't walk just come and show your support. Cards to Barb would be greatly appreciated, send to Barb Johnson C/O Servpro 1259 Dolsontown Rd., Middletown, NY 10940. 7:30 am registration or go on line <https://hdsa.donordrive.com/index.cfm?>

Nov. 14, 2019 Annual Holiday Auction Delanceys Restaurant 40 Park Place Goshen, NY 10924 6:30 pm more to follow.

Dec. 12, 2019 Holiday Charitable giving. Rhonda Smith will have more to follow.

We are very excited about the coming year and hope some other Associations will join in the fun.

Everyone enjoy wonderful days filled with love and laughter.

Sincerely, Fran Scott

REGION II

Region II Director – Patricia Crawford

I assumed the responsibilities midterm as Director of Region Two. Region two consists of two associations that already work well together with joint meetings and events. This summer the Fulton County Insurance Professionals will be celebrating their 75th Anniversary and we are looking forward to the gala event they are planning now.

I am in the process of planning our Presidents meeting in early August and in meeting all the members in Region Two. Last year Region Two members joined together for the Polar Plunge in Lake George and I hope to continue this and look for other opportunities to do hands on social work or fund raising for our local community and for Special Olympics.

Insurance Professionals of Albany (IPA)

In February, the guest speaker was Ellen Melchionni, President of New York Insurance Association Inc. who discussed key legislative and regulatory issues in the Insurance Industry. She provided insight of many of the current insurance issues in place.

In March, IPA members donated basket items to build Easter Baskets for Circles of Mercy to distribute to needy children. We had a lot of fun and filled 20 baskets with goodies! I am sure the kids enjoyed the baskets with candy and goodies!



IPA reached out to Mary Holloway from The American Meditation Institute. She came to our May meeting and she spoke to us on the benefits of Meditation. It was very informative, and we practiced some meditation exercises. We hope to bring her back next year as there were many members that were unable to attend.

IPA – Continued.

In June IPA had the Installation of Officers, and our Installing Officer was FNYIP Vice-President-Elect Joanne Gifford.

New officers are President, Nancy Cashman;
Vice President, Linda Echevarria;
Corresponding Secretary Carole Zembruski;
Treasurer Patricia Crawford;
and Board Member Misty Quail.



The President's theme for this year- Tiny- But Mighty!

We are still planning the summer meeting to network and brainstorm for meeting ideas and events that we would like to do for the 19-20 year.

Insurance Professionals of Fulton County (IPFC)

The Insurance Professionals of Fulton County have been busy this spring!

We had fun at our garage sales - and our members were able to rid their homes of unneeded items.

We completed our second collection and donation of Montgomery County SPCA "Wish List Items" and we are also collecting used sneakers for charity.

Our local nursing home asked for stuffed animals for residents and small knick-knack items for their store where residents can 'purchase' items with their game winnings throughout the month.

In June, we had a local chiropractor speak to our group. He instructed members on yoga.

We are planning a small get-together for our 75th anniversary celebration. It will be held on Monday, 8/5/2019 in Johnstown, NY.

Photos to follow.....



The Insurance Professionals of Fulton County proudly invite you to join us at our 75th Anniversary celebration. It will be held on Monday, August 5, 2019 at the Holiday Inn, 308 N Comrie Ave, (State Route 30A), Johnstown, NY.

5:30 pm – 6:00 pm – Cash bar

6:00 pm – 7:30 pm - Dinner and dessert

7:30 pm – Region 2 Summer meeting

(all are invited to attend, or are welcome to stay and visit with old & new friends!)

RSVP by 08/01/2019 to Joanne@fulmontmutual.com or 518 762 3171, extension 110.

Menu Choices are:

1. French Dip Sandwich: Thinly sliced hot roast beef on a roll with a cup of French Onion soup. \$16.50
2. Build your own burger: 8 oz char-broiled Angus topped with your choice of the following: Cheddar, Swiss or Pepper Jack cheese, grilled onions, sautéed mushrooms, jalapeno peppers, Pico de Gallo, add bacon for \$2.00. \$18.50 (\$20.50 with bacon)
3. Grilled Prime Rib: Boneless prime rib grilled and served with signature horseradish sauce (only available medium-well and well done) \$23.50
4. Breast of Chicken: Served with homemade stuffing, topped with demi glaze. Includes soup or salad, rolls, vegetable, potato. \$24.50
5. Wraps: Choice of grilled chicken wrap, buffalo chicken, southwest chicken, turkey bacon wrap. \$17.00
6. Grilled Honey Mustard Chicken Salad: Grilled chicken served over fresh greens with tomato, cucumber, feta cheese, mandarin oranges, warm honey mustard dressing served with grilled Ciabatta. \$18.50
7. Tuscan Chicken Sandwich: Marinated chicken breast, grilled and topped with provolone, roasted red peppers, crisp greens, sliced tomato. Served on a grilled Ciabatta with pesto mayonnaise. \$20.65
8. Garden Penne Pasta: Sautéed garden vegetables and penne pasta tossed with roasted red peppers and pesto. Topped with shaved Parmesan and served with grilled Ciabatta. \$17.00
9. Broiled Filet of Haddock: Fresh haddock broiled in butter and white wine sauce. Includes soup or salad, rolls, vegetable, potato. \$24.50

*Prices include tax, tip and coffee/tea. (Some entrees come with sides.)

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. North Country held their Installation Dinner in June.

Respectfully submitted,
Heather F. Burgdoff, Region III Director

Insurance Professionals of Central NY – no report

Insurance Professionals of Mohawk Valley (IPMV)

We held our Installation Dinner in June but due to lack of space at the restaurant we postponed the Installation to September.

The new officers are:

- President – Heather Burgdoff
- Vice President – Holly Graziano
- Corresponding Secretary – Julie Herb
- Recording Secretary – Jennifer Hawes
- Treasurer – Cathy Tornatore.

We have taken the summer off for meetings & will start back up in September.

Respectfully Submitted,
Heather F. Burgdoff, President

North Country Insurance Professionals (NCIP) – no report

Syracuse Insurance Professionals (SIP) – no report

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:**

Awards/Safety – Judi DeMarco

This year's safety theme is Playground Safety.

Bylaws and Standing Rules – Mary Paul

Chief Financial Officer – Jeanne Prill

Community Service – Janice Goody



Special Olympics New York
Summer Games

This year I went to Special Olympic Summer games with my favorite 7-year-old, my granddaughter Shoshana and my son Benjamin. As always, the Athletes created lots of enthusiasm and energy.

This year the Summer Games were at Vassar College in Poughkeepsie, NY. As a result, of our donations to the local regions and Special Olympics NY, the Federation of New York Insurance Professional was a **GOLD Sponsor for the Summer Games.**

As the 1700 Athletes from 9 regions entered the stadium and proceeded to their seats, each athlete gave "hi-fives" to the long line of their friends and supports.

My family and I walked into the stadium with the Long Island Region Athletes. Shoshana and I held the Long Island banner along with the athletes.

New York Special Olympics has started the Neal J. Johnson Athlete of the Year Award, as of 2018. The 2019 Athlete Recipient is Will Smith.



Community Service – Janice Goody continued:

Of course, the most exciting part of the Opening Ceremonies is the Torch Lighting – The members of the local Law Enforcement came into the stadium handed the torch over to an athlete; and the new Cauldron, and the games began. There were lots of oohs and ahhs.



You, your fellow members, family, friends and volunteers do many wonderful, generous, giving and selfless time and effort to all the Community Service Organization you support. To quote Neal Johnson “We work hard, and We play hard”! What a great combination.

Computer Coordinator – Nancy Cashman

Education Chair – Natalie Golubski

Historian/Quarter Century – Effie Tsoukalas

Greetings Everyone,

I hope you are all doing well and you are enjoying your summer.

Although this is kind of early, I do want to remind all Local Association Presidents to contact your local county government offices, sometime in December – January, to get a proclamation for your association to bring to convention. This will give them enough 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.

Have a wonderful and safe summer.

Effie

Effie Tsoukalas

Historian /Quarter Century Chair



FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

Quarter Century

FNYIP established the Quarter Century Club in 1986 as a way to honor the individuals that had been members of local associations for 25 years or more. Do you (or someone you know) qualify to join this group?

Don't wait for Convention Deadlines. **You can submit the following information to me any time before April 1, 2020. All submissions must be signed by the local association president.**

Member's Name & Address _____

Local Association(s) to which you/they have belonged and number of years membership in each association

Local Association President _____ Date _____

Please mail /email submissions to:

Effie Tsoukalas
Historian / Quarter Century Chair
32 Franklin Avenue
Midland Park, NJ 07432
Effie0212@aol.com

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>
Summer - July 2019	07/15/2019	07/25/2019
Fall – October/November 2019	10/25/2019	11/05/2019
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

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

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

COME ENJOY AN ITALIAN AFFAIR....

FNYIP'S 77TH ANNUAL CONVENTION

APRIL 30, 2020 THROUGH MAY 3, 2020

GENESEE GRANDE HOTEL AND SUITES

1060 E. GENESEE STREET,

SYRACUSE, NY 13210



HOSTED BY
SYRACUSE INSURANCE PROFESSIONALS
AND
NORTH COUNTRY INSURANCE PROFESSIONALS

FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

2020 ANNUAL CONVENTION

April 30, 2020 to May 2, 2020

All room reservations must be made directly with the hotel.

Room rate \$119.00/night **Deadline: April 2, 2020**



GENESEE GRANDE HOTEL

1060 E. Genesee St., Syracuse, NY 13210

Phone: 315-476-4212 OR 1-800-365-4663 (HOME)

hospitality@geneseegrande.com

Smack in the middle of all the action, the Genesee Grande hotel is located in the heart of Syracuse's historic University Hill neighborhood. We are mere blocks away from most major businesses, medical centers, and of course, Syracuse University. The hotel is steps from the university; the Carrier Dome; and minutes away from Armory, Hanover, and Clinton Squares; the OnCenter; local theaters, museums, and concert venues; and the Destiny USA Center.

We provide complimentary shuttle service to and from Syracuse Hancock International Airport. (7:00am-10:45pm based upon availability)

REMEMBER..... THE POWER OF ONE!

Have you ever thought about the power of ONE? ONE moment in time, ONE person or ONE event can change things forever. YOU ARE ONE and YOU have the power to change things.

If each ONE of us could bring ONE new prospective member to our local Association meetings, then our numbers could double.

If each ONE of us could sell ONE journal ad, then we would have close to 600 journal ads in our journal.

If ONE of each Association in each region took an ad in the Federation Journal, it would help the cost of the journal down.

If each ONE of us could bring a first timer to convention, think of the attendance. If each ONE of us could entice a vendor or exhibitor to attend or sponsor an event at convention, think of the results. It could be ONE of the best conventions ever!

I know we hear this same song each year, but I challenge each and every member and Association of FNIP to the POWER OF ONE!

PLEASE REMEMBER, YOU HAVE THE POWER OF CHANGE!

Never underestimate the power of one tree.....





FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

For additional information about FNYIP, its board members and/or its associations, please don't hesitate to reach out to:

Connie Smith, FNYIP President
979 Meier Dr.
Derby, NY 14047

Email: csmith@evansagencyins.com or
connie.1789@yahoo.com

Phone: 1-716-926-8696