



FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

Our 81st YEAR - Est. 1943

www.fnyip.com

2024 Winter Edition

2023 – 2024

EXECUTIVE BOARD

PRESIDENT

Laurie Schroeder

VICE PRESIDENT/PRESIDENT

ELECT

Fran Scott

RECORDING SECRETARY

Amy Timmerman

CORRESPONDING SECRETARY

Karen Moss

TREASURER

Jill Burlison

REGIONAL DIRECTORS

Karen Moss—Region I

Patricia Crawford—Region II

Mary Cullen—Region III

Robin Grzechowiak - Region IV

PRESIDENT'S MESSAGE



Happy Late winter and with any luck early spring! Hope everyone has had a healthy winter!

I would like to take this time again, to thank the Board of Directors and Committee chairs that have helped me maneuver so far through the year.

The 2024 Convention plans are well underway and it is less than two months away. We hope you will be able to join us for an exciting weekend at Batavia Downs Gaming & Hotel, Batavia, NY.

Please don't forget to register for Convention, Continuing Ed classes and your Journal ads! Most deadlines are now moved up to March 15, 2024 as convention is earlier this year. Forms will be attached at the end of this newsletter or they can be obtained from our website.

If you are a past President, you should have received a formal invitation to join us for Saturday's luncheon. It is always great to see all the past Presidents take the time to come back for a visit!

I apologize that I have not been able to make more associations visits. Between previous commitments, unpredictable winter weather and family responsibilities I have not been able to commit to more than what I had already done. I hope to at the very least spend some time with you all at convention in April.

If you haven't already or you are interested in a Board or Committee chair, please reach out to Fran Scott or Sandy Jones.

VICE PRESIDENT/PRESIDENT ELECT

Vice President – President Elect - Fran Scott



Enclosed is a photo from the IPALI charity and installation which was quite fun. Also is a photo from the Special Olympic donation reception we attended on Sept. 14, 2023. What a nice family. We enjoyed meeting with them and meeting Rachel and all the other well-deserved recipients.
Sincerely,
Fran Scott

Recording Secretary – Amy Timmerman – No Report

Corresponding Secretary - Karen Moss – No Report

Treasurer – Jill Burlison - No Report

Parliamentarian – Robin Miller – No Report

Past President – Joanne Gifford

Tim Munn and the Robert J Hoy Agency were selected as the Federation of New York Insurance Professionals Employer of the Year for 2024. 😊

The award presentation will be done on Friday during Convention being held at Batavia Downs, Batavia NY.

It was nice that we had multiple applications for Employer of the Year this year. If your employer was not selected this year, please nominate them again next year. It was a tough competition, and I am glad I didn't have to be the tie-breaking vote!

Joanne Gifford, Committee Chair

REGION I

Region I Director – Karen Moss – No report

Insurance Professionals Association of Long Island, Inc. (IPALI) – Jaclyn Thomas

It's been a busy year for IPALI! As the holidays unwind and people get into their groove for 2024, time seems to fly quicker and quicker every day. Here is a list of events that have gone on the past few months:



September 13- Safe Center Laundry Drive: Hosted by AIG, IPALI put together over 125 laundry kits filled with laundry products and notes of encouragement for those in need at the Safe Center.

September 21 – Family Feud Kickoff Night: IPALI had its first event of

the season with our Family Feud kickoff night! Thanks to all who joined us for some fun and to [James O'Neill, CPCU](#) for educating us on the Nuances of Personal and Commercial Cyber Risks. It was a great night!



October 26- Halloween Party supporting Breast Cancer Awareness Month: We had an amazing night filled with costumes and laughs. We were able to raise over \$700 for Team Kimster and Making Strides Against Breast Cancer. We also handed checks to Special Olympics of Long Island and The Safe Center LI from the proceeds from our Annual Charity Event in June 2023. We are so grateful to our supporters!



November 17- Turkey Drive: IPALI partnered up with H2M architects + engineers for their its 2023 Frozen Turkey Drive to collect donations for Island Harvest Food Bank before Thanksgiving!



December 7 afternoon- “Stuff a Stocking” volunteer event at the Safe Center: IPALI had an great afternoon putting together gift bags for The Safe Center LI! Members volunteered time during their day to give back to those in need and really make an immediate impact during this holiday season.

December 7 evening- Holiday Happy Hour Party: After our Safe Center event, we had our Holiday Happy Hour that turned into hours! We collected over \$1,000 in gift cards for our holiday gift card drive and lots of toys for our Toys for Tots drive! Santa even made an appearance to hand out gifts!



Upcoming events:



February 7th- IPALI Paint & Sip with Guest Speaker Cheryl Karim of Arthur J. Gallagher speaking on the “Fine Art” of Fine Arts Insurance

March- CE class- date TBD

April 7th - The Safe Center LI 5K Run – IPALI team will be put together

June 25th- IPALI’s 26th Annual Charity Event and Board Installation (more details and announcements to follow) Honoring Kelly Lennon, who is our current Member at Large and future Vice President, Installing Jaclyn Thomas as President, Remaining board members TBD- interest email sent out to members.

Queens County Insurance Professionals (QSIP) – No report

The Westchester Insurance Professionals (WIP) – No report

Insurance Professionals of Orange County (IPOC) – No report

REGION II

Region II Director – Patricia Crawford – no report

Insurance Professionals of Albany (IPA) – no report

Insurance Professionals of Fulton County (IPFC) – no report

Region III

Region III Director – Mary Cullen – no report

Insurance Professionals of Central NY – no report

Insurance Professionals of Mohawk Valley (IPMV)

We are sure that you, as well as us, are getting through this New York Winter. It sure hasn't been the "normal" – how many of you remember snow up to the telephone pole wires? Heck, they probably aren't even telephone poles anymore, just power poles...

Since the Summer 2023 news, we've had all kinds of things happening.

Our President Heather Burgdoff has continued to stay busy with her daughter and all of those wonderful activities of youth these days. Heather (understandably) tried to step down as president yet the members would letter her. Instead, we all agreed to take one meeting month and be the lead. Mishell Magnusson took charge of the Summer Planning meeting held at Nikky Doodles in Rome, where we set our schedule for the year and each member chose a month to organize.

Mary Paul took charge of September's meeting to be held at Carmella's Café in New Hartford with Andrew Kimbel, Director of Strategic Underwriting from Utica National to speak of PFAS – Polyfluoroalkyl Substances AKA Forever Plastics.

Thank you to our Region III Director, Mary Kathryn Cullen for organizing the meeting in October. The meeting was held at Theodore's Restaurant in Canastota. October is Breast Cancer Awareness month and sadly the statistics indicate one in every eight women will be diagnosed with breast cancer. Robert Elinskas was the speaker from the American Cancer Society. He provided information on the services they offer for people who are diagnosed and going through treatment for breast cancer.

Jule Herb was in charge of November. The meeting was held at Carmella's Café in New Hartford with Kristen Shepard, One Group Management Consultant who spoke on Risk Management.

Cathy Tornatore took charge of December. We were at Carmella's again and had a traditional ornament exchange. This is always a fun event!

The plan of Holly Graziano for January was to meet at Boyz from Italy in Rome. Unfortunately, the planned speaker had a conflict as well as many members unable to attend and the meeting was cancelled.

We are eager to see what Jen Hawes has in store for us in February and look forward to seeing all of you at convention in Batavia Downes.

North Country Insurance Professionals (NCIP) – no report

Syracuse Insurance Professionals (SIP) – no report

REGION IV

Region IV Director – Robin Grzechowiak

Greetings from Region IV,

I hope everyone is staying warm during these cold, snowy winter months. I for one, am counting down the days until Spring gets here!

Our Region is looking forward to hosting Convention in April at Batavia Downs. Connie Smith and our hosting volunteers are busy making plans to ensure it is a wonderful experience for all of us. Please plan to attend and get your registration in. You will not be disappointed!

A few of us from IWOB had the pleasure of meeting with the Crossroads members this past November for our Presidents meeting. We discussed ideas for increasing membership, fundraising and did some planning for the Convention. It was a positive meeting and we all left with great ideas and plans for a successful year.

The Insurance Women of Buffalo have been busy. Some of our members attended the Breast Cancer Walk in October and those that could not walk helped in other ways. We collected gift cards/gifts for a needy family over the holidays and had a great Christmas party. IWOB also held a membership drive dinner that was very successful and helped to add some new members to the organization! Attached are some of the photos from those meetings.



Lastly, IWOB would like to invite all of you to attend their annual Brunch and Basket Raffle fundraiser on Sunday, May 19, 2024. It is being held at Kotecki's Grandview Grove in West Seneca, NY at 10:00 a.m. It is always a fun time with great food and prizes! May is a lovely



month to take a trip to Buffalo – hope you can come!

The Insurance Women of Buffalo and Crossroads Insurance Professionals are looking forward to seeing ALL OF YOU at the Convention in April!

Yours in fellowship,

Robin Grzechowiak, CIC, CISR, FIPC
Region IV Director



Crossroads Insurance Professionals – no report

Insurance Women of Buffalo, Inc. (IWOB) – Included with Region IV Director report.



COMMITTEE UPDATES

Director, Scholarships, Long Range Goals & Review of Past Presidents Reports – Joanne Gifford - no Report

Awards/Safety – Donna Albanese

As Awards/Safety Chair, it is my responsibility to select the theme for our annual Safety Poster Contest. This year's theme is Being Safe with Pets. Most kids adore pets so this should be a fun one. There is some helpful information on the web on this topic for the associations to use. In the past, associates have worked with the local elementary schools, another suggestion is to check with after school programs such as the YMCA.

The children are to complete the posters using an 11 X 14 poster board. They could use crayons, markers, paint, pencil etc. We ask each entry includes the child's name, age group and local association on the back of the posters. There are two (2) age categories, 8-9 year old and 10-11 year old. All posters must be delivered to the Safety Chair on the first day of the convention. There will be one (1) \$50 winner in each age category and certificates will be awarded to 1st, 2nd, and 3rd place winners in each category.

The award for Outstanding Association of the Year will be judged on your power point submission. Be sure to include Safety Projects, Publicity, Networking, Education and Community Service Events. Please do not add or subtract pages, as the judging is based on the same size template for each Association. The deadline for submitting the power points will be announced later.

Bylaws and Standing Rules – Mary Paul – no report.

Chief Financial Officer – Jeanne Prill – no report

Community Service – Janice Goody

Hello everyone!! Our convention will be the weekend of April 11th (just around the corner). I am looking forward to seeing my long-time friends (in lieu of "old friends) and meeting some new ones. We will all have stories to share about our families, and the mounds of snow in parts of NYS or the "freeze" in other parts of the State.

I am the Community Service Chair for the FNYIP Board this year. Our Community Service activities have always been part of FNYIP's mantra. Our Associations have done many things for our family, co-workers, neighbors, and communities. In some cases, you raised money and in others provided a service or items that were needed.

This email is about the FNYIP Annual Special Olympic RAFFLE. I am sending the raffles to you so that you can sell them before Convention. Once again, the prize will be GIIFT CARDS.

The Raffle continues to be \$1 for 1 or \$5 for 6. (see attached at the end of the newsletter) The raffles can be sold to members and non-members, before or during the Convention. You DO NOT have to be at Convention to win.

Please bring the raffle money to Convention or send it to J Goody, 1607 Salisbury Park Dr., East Meadow, NY 11554. If you have any questions, please call 516 647 8713.

Best Regards, Janice Goody

Computer Coordinator – Nancy Cashman – no report

Education Chair – Connie Smith & Robin Grzechowiak

In person classes will be on Friday of Convention and the registration form is at the end of the newsletter with the other convention forms.

Historian/Quarter Century – Joanne Gifford – no report

Newsletter/Publicity – Laurie Schroeder

Newsletters are no fun without input. Anything can be included that you want to update the members on, including upcoming convention, past or upcoming events etc. I am asking all Federation Board & Committee members, Association Presidents &/or their Publicity/Newsletter chair to submit something to the newsletter. I am not looking for a lot, just something to let the members know what the Board members and Associations are doing.

Please include photos relating to your article and remember to list names of those in the picture. The next newsletter will be in July 2024, submissions due by 6/30/2024 and the release date is 07/15/2024. Submissions can be sent to me at laurie@fulmontmutual.com as a Word document.

Nominations & Credentials – Sandy Jones – no Report

Convention Committee

State Convention Chair/Corp Liaison – Connie Smith

Assistant State Convention Chair

Convention Secretary – Denese Thompson

The 79th Annual Convention is fast approaching. This year it is being hosted by Region IV – Crossroads Insurance Professionals and Insurance Women of Buffalo. It will be held at Batavia Downs Gaming & Hotel, in Batavia, NY. Region IV is planning an exciting time with a theme of Weekend in Paradise (Hawaiian / Beach Theme).

The Convention will run from Thursday, April 11, 2024, to Sunday, April 14, 2024. Come and join us. All the necessary Registration, Scholarship and Journal Ad forms are located on the FNYIP Website (www.fnyip.com). Click on the Convention Tab and scroll down to access the forms. All room reservations must be made directly with the hotel. Each guest will receive \$10.00 in free play per night stay. This information is also on the website.

Deadline for reservations is **3/15/2024**. When making your reservation use our Group Code: **FNYIP** If you're not able to attend, please support Federation by taking out a Journal ad. There are several options available ranging from a \$15.00 Members Only Business Card/Booster Ad to a \$175.00 Full Page Ad. See the Journal Ad form on the website for complete details. We look forward to seeing you.

Ways & Means – Robin Grzechowiak – no report

Tina W. Bobak Committee

It is with great pleasure for the Tina W. Bobak Committee to announce Janice Goody as the 2024 Insurance Professional of the Year.

Janice has been a member of Insurance Woman of Long Island now known as Insurance Professional Association of Long Island and FNYIP since 1981. 43 years of service and has held many positions in her local Association as well as FNYIP. She is most known for her compassion with working with our Special Olympics program. She has traveled about the state attending events, raising awareness and fundraising.

She has served on FNYIP Community Service as Chair for many years. While Janice is working part time, she has always been there for whom ever needed her. She has been a strong advocate for our insurance industry and has always spoke her mind while doing so.

CONGRATULATIONS JANICE, an award that is well-deserved!

Sincerely,

Connie Smith, Chair

Karen Moss, Committee Member

Jennifer Hawes, Committee Member

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

See all registration forms, etc. following this page.



FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

79th ANNUAL CONVENTION

Hosted By: Region IV- Crossroads Insurance Professionals and Insurance Women of Buffalo

Batavia Downs Gaming & Hotel
8319 Park Road, Batavia, NY 14020

Come Join Us
April 11th, 2024 to April 14th 2024

Name _____ Plan _____

FULL REGISTRATION – PLAN A

REGISTRATION FEE: MEMBER/NON-MEMBER \$275 PRIOR TO 3/15/2024
PLAN A _____ **LATE REGISTRATION \$325 AFTER 03/15/2024 deadline 04/1/2024**

REGISTRATION FEE FOR “PLAN A” INCLUDES: Thursday night welcome dinner, Friday and Saturday meetings, Sunday breakfast, workshops, meals, inclusion in scholarship drawings and activities

WILL YOU ATTEND THURSDAY NIGHT DINNER? YES ___ NO ___
WILL YOU ATTEND SUNDAY BREAKFAST? YES ___ NO ___

- Include my contact information in list of attendees? Yes ___ No ___
- Do you want to be included in the scholarship drawings? Yes ___ No ___
- I give permission to use any or all photos, that I may be in, taken at Convention: Yes ___ No ___

DAILY REGISTRATION OPTIONS

<u>Daily Registrations</u>		<u>Member</u>	<u>Non-member</u>
PLAN B	Friday _____	\$150	_____ \$160
(INCLUDES EDUCATIONAL WORKSHOPS AND ALL MEALS)			
PLAN C	Saturday _____	\$125	_____ \$135
(INCLUDES BUSINESS MEETING AND ALL MEALS)			
PLAN D	Saturday Cocktails & Banquet only _____		\$75

Dietary Restriction _____

Allergies and/or Medical Conditions _____

Emergency Contact _____ Phone _____



FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

REGISTRATION DEADLINE MARCH 15, 2024

Name _____

Designations _____

Address _____

Email _____

Home Tel.: _____ Association: _____

Employer: _____

Bus. Tel.: _____ Fax _____

SPECIAL SEATING

Please check: Federation Past President – (\$30 credit for Saturday luncheon)

Voting Delegate Exhibitor Sponsor Speaker 1st Convention

Local President FIPC Designation Quarter Century

Member of: FNYIP IIABNY PIA Federation Officer, Director or Board Member Federation Position: _____

Date & Time of Arrival: _____

Date & Time of Departure: _____

CANCELLATION POLICY: Anyone cancelling prior to March 15th will receive a full refund, less a \$50.00 processing fee. ***NO REFUNDS AFTER March 15th.***

THERE CAN BE ABSOLUTELY NO WALK-INS FOR MEALS OR LODGING.

Payor: Individual _____ Employer _____ Association _____

To pay by credit card, please complete the following:

Form with fields for Total \$, Charge to (AmEx, Discover, Visa, MasterCard), Exp. Date, Verif. No., Cardholder's Name, Signature, Billing Zip Code.



FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

**RETURN THE CONVENTION REGISTRATION FORM AND PAYMENT TO CONVENTION
SECRETARY: Denese Thompson – 1022 Rochelle Court, Uniondale, NY 11553-3022 or
Email to: denese2001@gmail.com**

In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any requests for accommodation to that disability. Your request should be submitted as far as possible in advance of the program you wish to attend.

*****Please visit our web site – FNYIP.com - for additional information and scholarship forms*****

Federation of New York Insurance Professionals
79th Annual Convention
Batavia, New York, April 12, 2024

8:30 a.m. until 11:30 a.m.

"Retaining Clients Through Effective Risk Reviews"

Instructed by John Fear in conjunction with PIA Northeast

Most Errors & Omissions claims are rooted in the foundation that most clients are unaware of the coverages that they do or do not have. By understanding that clients have a need to understand the how their policy does or does not provide protection for their property or liability, agents have an opportunity to educate their prospective or existing clients as to the value of the protection offered. This course will look at the various protections offered through the policy and how to position them in a way that helps their insureds understand the policy's value and/or exclusions.

This program is designed to meet those requirements set by the New York State Department of Financial Services giving credit to all licenses.

Members Course Fee = Zero Lunch included	Non-Members Course Fee = \$150.00 Lunch ADDITIONAL \$25.00
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You MUST be pre-registered to attend. This is a 3-CE credit course approved for ALL licenses.

Course # NYCR-CE approval Pending Provider #100002
Licenses: BR, C3, LB, C1, LSB, LA, PC, PA

2:00 p.m. until 5:00 p.m.

"Applying Ethics , Law & Inclusion"

Instructed by John Fear in conjunction with PIA Northeast

New York State Department of Financial Services has finalized a regulation that mandates insurance producers to take continuing-education classes in flood insurance; insurance law, ethics and professionalism; and diversity, inclusion and the elimination of bias, respectively. For insurance law, ethics and professionalism, and diversity, inclusion and the elimination of bias, producers will be required to take at least one hour of instruction for each, per licensing period.

If you have ever said, *"I don't see color"* or *"I treat everyone equally"*, you may have been displaying unconscious or implicit bias. Becoming aware of how the various forms of this behavior can creep into our personal and professional interactions will help to minimize their impact on decisions we make. Developing an awareness of the various biases and ways to eliminate them from our interactions with staff, clients and prospects, will reduce the errors and omissions potential during various risk assessment processes.

This class will provide one hour of Diversity and gives an hour on Ethics.

Members Course Fee = Zero Lunch included	Non-Members Course Fee = \$50.00 Lunch ADDITIONAL \$25.00
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You MUST be pre-registered to attend. This is a 3-CE credit course for PC

Course # NYCR-CE pending Provider #100002
Licenses: BR, C3, PC, PA

Approved for the new NYS regulation on Diversity and Ethics

If you plan on attending, please check all that apply:

Name: _____

Agency Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: (____) ____ - _____ Fax: (____) ____ - _____

E-mail: _____

License Number(s): _____

Last Four of Social Security Number: _____ DOB: _____

Check one:

Member cost is zero if you have registered for convention Plan A or B. Non-Member costs apply for Plan C or D.

Non-Member – indicate fees being paid above

Please make checks payable to: FNYIP

Mail completed form to: Connie Smith, ACSR, FIPC
303 Meyer Road, Apt #703
West Seneca, NY 14224

Or email to me at: csmith@hoffmanhanafin.com

ALL FORMS AND PAYMENT (Non-members) **MUST** BE RECEIVED PRIOR TO March 31, 2024.

<p>FNYIP COMMUNITY SERVICE Raffle 2024 1 = \$1 6 = \$5</p> <p>Name: Address: Phone #</p>	<p>FNYIP COMMUNITY SERVICE Raffle 2024 1 = \$1 6 = \$5</p> <p>Name: Address: Phone #</p>
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