

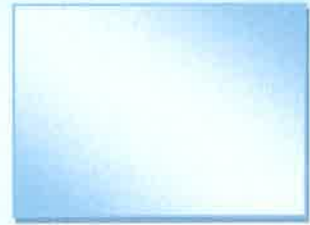


## President's Message

Rae Ann Clark

[www.fnyip.com](http://www.fnyip.com)

73<sup>rd</sup> Year



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Visit our website!  
[www.fnyip.com](http://www.fnyip.com)



Rae Ann Clark, FNYIP President

Hello Everyone!

Well, winter is finally upon us and I realize I only have a few months left in my Presidency. Time sure has gone by fast. I've enjoyed my travels immensely and it was wonderful meeting all of the association members. Since taking office in April, I have made 33 trips, either representing FNYIP at an insurance function or visiting associations. I appreciate the hospitality and warm welcomes I have received everywhere. It is so nice to see our organization alive and thriving and making a real difference in our communities. While monetary contributions are always needed and appreciated, the events I will remember the most are the hands on activities I participated in. To actually go out and meet the recipients is very heart warming. I encourage each of our associations to plan at least one or two events a year where you volunteer or participate in an event and actually witness your contributions at work. It will change your perspective on life and what is important.

The 2015-2016 Board has accomplished a lot this term. We have updated and streamlined our financial transactions by going to online banking. In the future, any incoming Treasurer or Chief Financial Officer will have a much easier time with the transition. We purchased a laptop and necessary applications in February for the Treasurer that will make that job easier also. That is now fully implemented. We will no longer have to worry about compatibility issues for the incoming Treasurer. We also have streamlined our newsletter by producing it ourselves which has resulted in

considerable savings for our organization. We have suffered growing pains with the newsletter this year but I am sure in time it will work out. I cannot stress enough the

importance of each board member submitting an article for each newsletter. This newsletter represents what we do and is instrumental in keeping all our members informed. It can also be used as a great recruiting tool, showcasing our organization. Our new website is up and running and looks beautiful. It also provides all members with one place to go for everything. All convention forms and scholarship applications are there and can be submitted directly from the website. Again, I encourage all the associations to use this, submit your happenings and events and send pictures, pictures, pictures! The Board has developed a Conflict of Interest Disclosure that will be put into use with our next Board. Going forward, this will help safeguard our Board and provide transparency in our dealings. The budget put into place for this year is in good shape. As of the last statement, we have brought in over \$13,000 in income and this does not include our January – March raffle. We have kept expenses well below the projected amount, spending to date is less than \$2,500. I congratulate the Board for their expertise in cutting our expenses and being open to try new directions. Thank you all so much for your help and support!

Sadly, two of my more ambitious projects have not come together. I have been working on trying to establish a Rochester association and also put together a comprehensive manual for all board positions. I will continue to work on these for my remaining term. I feel both of these items would benefit us tremendously, and forever the optimist, perhaps the groundwork I have laid will come to fruition in the future.

I hope everyone is planning to attend our 2016 Convention at Vernon Downs. Special thanks to the Convention Committee for all their hard work and also to Insurance Professionals of Mohawk Valley for hosting. I hope to see everyone there!

In closing, I want to extend my gratitude and love to all of you who have opened your home and family and life to me. The best part of this job is the life-long friendships that have been formed.

Love to all,

Rae Ann Clark, FNYIP President

## Vice President /President Elect:

I can't believe it is February already as it has been so warm it doesn't seem like this winter was so bad as most winter go. I do hope all is well with you all.

I have been to president meetings, auctions, several monthly meetings, a polar plunge & yes I did go in up to my neck and I think it was colder that weekend than many other weekends in November. I have enjoyed visiting with you all. This year looks to be a really good time at Vernon Downs. Our class held our reunion there a couple of years ago & there is quite a lot to do. I am sure we will have a great time. While getting my board together it is good to see the interest in being on the board. As this year is coming to an end in a couple of months I am looking forward to seeing you all at convention.

Dolly Benjamin Vice President/President Elect

## Your Officers Reports:

### Recording Secretary

As FNYIP Recording Secretary, I attended the Fall Board meeting in Edmeston NY and recorded the meeting. The notes have been transcribed and released to the Board. I will be attending the Annual Convention and recording the meetings while in attendance.

As Recording Secretary and a newer member of the FNYIP Board it's interesting to learn so much about our fellow Board members and the Associations that make up FNYIP.

I suggest that anyone interested in being a part of FNYIP that you consider running for a Board position. It is very enlightening.

Respectfully submitted,

Connie Smith, ACSR, CPIW, FIPC

Recording Secretary 2015-2016

## Your Chairman Reports:

### Education Chairperson

As Education Chair, it is my responsibility to obtain instructors for the Continuing Education portion at Convention. I started making inquiries over the summer. I contacted prior instructors, checked with reinsurance companies to see if they offer classes and networked with Federation members across the state. It is very hard to find instructors who will provide bridge classes, so they overlap into different agent types. We will not be able to offer bridge classes this year.

Once the instructors were selected, it is their responsibility to notify the Department of Financial Services that they will be hosting the class, providing all pertinent information. The Department issues a course number, which will be posted at Convention.

This year, there will be four Continuing Education classes, each lasting two hours for a total of 8 CE credits. We have selected Data Compromise Coverage, Identity Recovery Coverage, Cyber Risk Coverage and Homeowners Equipment Breakdown and Service Line Coverage as our topics this year.

The Education chair is also responsible for receiving the applications for the Federation Insurance Professionals Certification. This is recognition of Federation members who meet certain qualifications and you are able to use the FIPC designation. The Education Chair and two Board Members review each application for eligibility and a certificate is presented at the Annual Convention.

Regards-

Joanne E. Gifford

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### By-Laws and Standing Rules Chairperson

#### Association's By-Laws and Standing Rules

As requested in the Fall Newsletter, most of you have sent me a copy of your Association's By-Laws and Standing Rules. Thank you for getting this to me. If I haven't already done so, I will be sending you an acknowledgement of receipt and approval of the information provided if needed.

I know a few of you are working on revising and updating your information and I look forward to reviewing them when you have completed this task. If I can be of any assistance in this area, do not hesitate to let me know.

You can email me at either [denese.thompson@usi.biz](mailto:denese.thompson@usi.biz) or [denese2001@yahoo.com](mailto:denese2001@yahoo.com)

Regards,

Denese Thompson, AFSB, AINS, FIPC

By-Laws and Standing Rules Chairperson

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### Awards and Safety Chairperson

This is a gentle reminder to all local associations that it is time to start thinking about your safety poster contest and Association of the Year Award.

The Safety Poster theme is "Stranger Danger".

This is the danger to children presented by strangers. The phrase stranger danger is intended to sum up the danger associated with adults whom children do not know. The phrase has found widespread usage and many children will have heard of it. It can encompass stranger danger on the internet, shopping malls, schools or any other situation where a child would feel in danger from a stranger. A good resource to explain it to the children is [www.mychildsafety.net](http://www.mychildsafety.net) Type in stranger danger and there is a wealth of information available.

Here are the rules;

The contest is divided into two age groups

8-9 years old

10-11 year olds.

Poster size must be 11 inches by 14 inches only. Any other size is automatically disqualified.

Any media can be used, crayons, paints, markers etc.

The child's name and age must be on the back of the poster as well as your association name.

Posters to be brought to convention in April and judging will take place by the attendees.

First place winners will be awarded a \$50.00 gift certificate.

Complete rules are available on the Federation website; [www.FNYIP.com](http://www.FNYIP.com)

Association of the Year Award

The power point presentation – 10 blank slides can be found on our website. There are three categories...

Membership 15 and under

Membership 16 – 30 members

Over 30 memberships

Presentation is limited to the **10 slides only**. They must be based on the following format; Association name; Objectives; Education; Community Service; Network/Publicity; Membership and Noteworthy. Associations are not judged on the quality of their presentation but on the information that is presented about your association and your past years activities.

It must be received no later than April 1, 2016 to qualify. Entries received after that date will not be entered for judging.

Complete rules and the blank power point presentation are available on the Federation website; [www.FNYIP.com](http://www.FNYIP.com)

Please forward your presentation to [ram403@aol.com](mailto:ram403@aol.com) or send a thumb drive no later than April 1, 2016 to;

**Robin Miller**

**PO Box 395**

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**Ways and Means Chairperson:**

Greetings everyone,

I would personally like to thank all of the Associations that participated in selling the January-February-March daily number tickets! I am proud to say that we sold a total of 509 tickets! That brought us in \$5,090. As of February 10, we paid out \$625 to the winners, and the expense for ticket printing was \$66.96. I am estimating we will have to pay out another \$650-\$700 between February 11 and March 31 to the winners. Minus the printing expense and estimated winner payouts, our profit should end up being around \$3398 - \$3450. That is more than \$2,000 over what we made last June!

We are still discussing whether or not to do a June lottery. Since the 3-month tickets were such a success, we may just focus on doing that once a year. If we don't do them in June, we are thinking of having a 50/50 fundraiser at

Convention to bring in a little extra income. Any and all suggestions from FNYIP members regarding what we should do next are welcome. Please email your thoughts to me at [grzechowiak@mtb.com](mailto:grzechowiak@mtb.com).

Yours in fellowship,  
Robin Grzechowiak, CIC, CISR, FIPC

## Your Regions Reports:

### Region 1

QCIP had a 2 Credit CE course in October which was attended by FNYIP President Rae Ann.

QCIP and IPALI had a very successful Joint Holiday Party at the Milleridge Inn. We received good news that this colonial restaurant wasn't closing and improvements were being made.

IPALI's preparations for their annual charity auction in March is under way.

Westchester Insurance Professionals had a successful charity auction in November. Anne Comeau's peanut butter balls were a hit as always! There were also some other yummy baked goodies up for auction. Karen Moss embraced her inner German and bid / won the pumpkin apple strudel made by WIP's president Cooper Caldwell wife, Nancy.

Westchester also had a very intimate Holiday Party at Tre Angelina Restaurant. It was attended by several members of Region I.

Orange County had a successful Charity Auction in November.

Regards-

**Laurie Boehm**

### Region 3-Holly Stachnik

Hello, everyone! It's official! Groundhog Day is over and the first day of Spring will be March 20<sup>th</sup>! I got out quite a bit in the fall and early winter, but travelling in January and February is not always possible. I attended the Fall FNYIP Board Meeting on October 24<sup>th</sup> and then I attended Syracuse I-Day on October 27<sup>th</sup>. Syracuse I-Day is co-hosted by Syracuse Insurance Professionals and they did a wonderful job-location, food, vendors and speakers were all great. In December I attended the IPMV meeting (my home association) and we met at the Utica Rescue Mission and wrapped presents. And wrapped and wrapped and wrapped. I think that it is a favorite meeting for us as we have fun, eat pizza and accomplish something good. IPMV is hosting convention this year and we are gearing up and getting things ready. I hope the groundhog is right and we have an early and WARM spring, so we can enjoy convention and Vernon Downs! I hope to see all of you there!

Regards-

**Holly Stachnik, CPCU, AIM, AU-M, FIPC**  
**Commercial Lines Underwriting Supervisor**

## Your Chapters Reports:

### North Country Insurance Professionals

NCIP had a busy year in 2015. We don't meeting January due to the weather, but February is our first meeting of the year and we set up the monthly meetings for each month. Our membership is small so we move the location of the meeting each month so each member gets to "host" a meeting in their town.

We partnered with Gouverneur Breast Cancer walk this year and helped raise over \$1100 for people battling breast cancer in our area. All monies raised stay in our area and are distributed to cancer patients to help them with

expenses associated with or because of their treatments. It is an extremely worthy case and one we are proud to be a participant.

2015 also saw our installation ceremony and new officers installed for the new two years. We congratulate all the incoming officers for their willingness to help lead NCIP through another two years. We are a small group but a very active and strong one.

We once again participated in the St. Lawrence 7<sup>th</sup> annual Polar Plunge raising over \$1300 for NYS Special Olympics. We have done the polar plunge every year since it has started. We also make and serve a free lunch to all who come to the plunge whether it's a volunteer, participant, supporter or just to watch. There really is such a thing as a "Free Lunch".

In addition to these activities, we made a float and joined in the "Light Up the Night" Christmas Parade. We sang Christmas carols and passed out goodies to all the children along the parade route as we anxiously waited for the arrival of Santa and Mrs. Claus.

A defensive driver class was held this past year as a community service and we had 30 participants for the class. Very successful and we thank Mary Paul for coming to teach it.

We sold beautiful Christmas wreaths and kissing balls as one of our major fund raisers. The other fund raiser we had as a bus trip to Syracuse to see "Peter Pan". The bus sold out immediately and it was a fantastic trip.

We supported numerous charities over the year. One of our favorites is PJ's 4 Xmas. This was started by two young sisters about 7 years ago to ensure that every child in need woke up Christmas morning with a new pair of pajamas. It has grown tremendously over the years and we are proud to be one of their supporters both with pajamas and monetary donations.

We ended the year with adopting a family from "Renewal House", a local battered women's shelter. We provided Christmas for a single Mom and her two children that had recently found themselves in a very distressing situation. We helped make it a bit easier for them and less stressful for their Mom.

All in all we had a very good year. We look forward to convention 2016 and hope to see everyone there!



**Robin Miller, NCIP**

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**Insurance Professionals of Mohawk Valley**

The Insurance Professionals of the Mohawk Valley are wicked excited about hosting convention this year-yah wicked!!!

At our January meeting we talked about all of the details. How many pens will you have in your goodie bag?—you can never have too many pens, please! We decided to utilize the \$200 marketing benefit available from FNYIP for the bags themselves. You will like the design and the style.

As you know, the theme is Kentucky Derby. We will be at Vernon Downs in Verona, New York which has a casino area and horse racing. Their opening night of racing is the same time as our convention! Stay tuned for further details but DO plan on bringing a themes hat/cap/bonnet for Friday evening for “The” Kentucky Derby!

Congratulations to our former member and very good friend Jeanne Prill on being selected as the recipient of the Tina M. Bobak Insurance Professional of the Year Award. We are pleased to be able to celebrate this accomplishment with her and our fellow friends of FNYIP at convention this year. Looking forward to seeing everyone there!

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### **Insurance Professionals of Albany**

Happy New Year everyone! We hope each of you enjoyed the holiday season and are now staying warm as winter rolls in.

At our first meeting in September, we welcomed Noney Grier from the Albany Stratton VA Medical Center and presented her with a donation of \$2,000 for the Homeless Veterans Program.

In October, we had a fun, yet very educational meeting at the Wine & Liquor Warehouse in Clifton Park, NY. We learned about several different wine regions in Europe & South America.

In November, we welcomed Anne Lawton from St. Peter’s Hospital. We learned more about preventative healthcare and cancer screening. That was a bit scary but very important! November 14th was the Lake George Polar Plunge where 4 members raised over \$1000 for the NY Special Olympics and barreled into the chilly water.

December proved to be quite a busy month! We held our Annual Holiday Dinner and Auction on the 11th where we were able to raise over \$300. We used a lot of the money raised to purchase dinner items for our evening of cooking at the Albany Ronald McDonald House on the 29th. That was a wonderful experience knowing it touched so many families. Several members also collected money for the Regional Food Bank for the Holiday Hunger Appeal. Along with a few other insurance agencies, IPA participated in the Albany Christmas Pajama Promise and collected tons of new pajamas and books for local children in need.

We have some exciting speakers lined up for 2016 and we are all looking forward to the upcoming Convention. See you all soon!



## **Insurance Women of Buffalo**

Hello everyone,

Our organization has been very busy this year. Below is a summary of events that we have organized and contributed to over the course of the year and also what is forthcoming in 2016. The Public Relations Committee along with our members; have really gone above and beyond to show their dedication to our organization and our community.

In October, 2015 – Members and friends of IWOB, Inc. donated \$3,764.35 to Making Strides Against Breast Cancer. Several of our members also participated in the walk last year.

November, 2015 – Members of IWOB, Inc. donated several boxes of instant mashed potatoes, stuffing mixes and other nonperishable food items to the Friends of Night People, Inc. We also received an urgent message from Buffalo City Mission. They were in need of many basic items such as diapers, wipes, baby bottles plus several other items for both men and women. Our members responded to this request and several of these needed items were purchased and donated.

At our December, 2015 dinner meeting our members collected and donated Christmas gifts to the residents of Cornerstone Manor (houses women and children). We were honored to have Sue Cervi from Cornerstone Manor present to speak about the importance of their organization and also it was great to have her there to receive our donations.

February 9, 2016 is our annual membership drive. This is a time where we encourage all of our members to bring a guest who may be interesting in learning what our organization does and who may be interested in joining our organization as well. It is a time when all of our committees explain what they have accomplished and what their committee duties are. It is a great learning experience for all.

March, 2016 is Associates Night. This event highlights accomplishments of our members and awards are given out to scholarship winners. We look forward to recognizing our members, employers and scholarship winners on this evening.

April, 2016 – IWOB Inc. has reserved a booth at Buffalo I Day. This gives us the opportunity to explain what our organization is about and connect with those that show interest in joining.

Yours in fellowship,

Karen Willard

President –Insurance Women of Buffalo 2015-2016

## **Insurance Professional Association Long Island**



# IPALI - The Producer



## ANNUAL CHARITY EVENT



It's that time of the year again when IPALI has its Annual Charity Event. This year will mark the 20th year of our holding this event as WINLI and now as IPALI. The proceeds from the event benefit our chosen charities. Federation of New York Insurance Professionals, Inc. (FNYIP), the State organization that IPALI belongs to, designated Special Olympics of New York as their charity of choice. Since it has always been our goal to support local charities, IPALI, has designated the LI Chapter of Special Olympics of New York to raise money for at this event.

Additionally, we are also raising money for The Safe House. Formerly known as Nassau County Coalition Against Domestic Violence, The Safe House provides housing and other services for victims of domestic violence here on Long Island.

In addition to raising funds for these worthy charities, IPALI takes this opportunity to honor an Insurance Professional who has supported our association throughout the years. This year it is our pleasure to honor Andrew Meehan, Resident Vice President, of Utica National Insurance Group.

Join us for an evening of fun, music, food and comradery. There will be casino games, photo booth, Chinese auction and a silent auction.

Attached you will find the event Registration form and Sponsorship form. Thank you in advance for your support and helping make this event a huge success.

Maria Thomas, FIPC  
Charity Event Chairperson

**BLESSED ARE THOSE WHO CAN GIVE WITHOUT REMEMBERING  
AND TAKE WITHOUT FORGETTING**

## Insurance Women of Fulton County

On April 9, 2015 several members, past and present of the Insurance Women of Fulton County, Insurance Professionals of Albany as well as Federation members and officers joined at the Nicolino's Restaurant in Amsterdam, NY to honor Judi DeMarco for 50 years in the insurance industry. Although not a complete surprise as we hoped for, Judi was quite surprised at how many attended and how far many had driven to be there in her honor. Past history and memories were shared and thanks to all that attended what a special evening it turned out to be.



The Summer Board meeting was held at President Rocky Snell's house on August 13, 2015. Despite some showers in the area, the meeting and dinner was held outdoors as it ended up to be a lovely evening. Several active members as well as retirees Mary Chase and Judy Feldman attended.

The Annual Christmas Auction was held on Thursday, November 12, 2015 at the Perthshire, Perth, NY.

This year's auction was full of silliness and laughs and was a great success! We once again had a record number of family and friends attend, including friends from the Insurance Professionals of Albany. The selection of goods homemade and some store bought raised a record amount of money. All proceeds were split between the Food Pantries in Broadalbin, Gloversville & Johnstown. Thanks again to Toni Hallenbeck for being our auctioneer and to all that donated.



At our December 10, 2015 Cindy VanAllen from the Foothills Food Pantry joined us. She spoke about how our donations are used and the workings of the food pantries in our area. Terry Dufel our Budget and Finance committee chair who co-ordinates the Annual Auction presented her our check for \$537. She was extremely appreciative of our help each year.



In addition, those that attended that meeting had decided that in place of a grab bag gift exchange, we would donate a new, unwrapped toy. Those toys were then donated to Toys for Tots.



On December 11, 2015 a few of our members attended the

Holiday Dinner & Charity Auction hosted by the Insurance Professionals of Albany. In addition to participating in the auction, pajamas were donated for the Christmas Pajama Promise cause that they support. Fun was had by all.

Until next time, hope all are keeping warm and "think spring"!

Yours in fellowship,

Laurie M. Schroeder

### **Queens Insurance Professionals**

We had President Rae Ann attend our October meeting where two CE credits were offered.

December we had a very successful Holiday Party with IPALI, A good time was had by all.

This month, February 23, 2016 we will be having a joint education meeting with IPALI.

Charter Member Josephine Zaccaria will be celebrating her 40th Anniversary with QCIP.

Yours in fellowship,  
Laurie Boehm