



FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

75 YEARS

www.fnyip.com

2018 Convention Edition

EXECUTIVE BOARD

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Robin Grzechowiak

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PRESIDENT'S MESSAGE



Greeting Everyone,

I'm really looking forward to traveling to all of your associations this year! As soon as you have the dates set for your President's meetings and locations and/or any other special events your association is planning, please get that information to me. If I can be there I will be! I was fortunate enough to be able to accompany President Connie Smith last year in her travels and she is planning to come along with me as well this year whenever she can.

My primary focus is to meet as many of our members as possible and to discuss issues we all share, mostly regarding membership retention and recruiting. Some of our associations have had a lot of success in these areas and sharing ideas throughout our organization will help all of us.

I want to take a moment to thank IPALI members again for hosting such a wonderful convention this past April in Kingston, NY! You all successfully made FNYIP's 75th Annual Diamond Jubilee an event to be remembered.

Continued on next page



President's Message Continued

Everything was so elegant and special. The education programs offered were excellent, and the instructors were truly the best. The welcome party with the DJ—I have to say that I can't remember seeing so many people

dancing and having so much fun at the event! The formal installation dinner was perfect too. Thank you again for all the hard work you all put into hosting it for us!

Our Fall Board Meeting will be held on Saturday October 13th at the One Group Offices, 706 Clinton St. in Syracuse, NY. Thank you so much to Robin Miller and Jill Burlison for arranging for us to hold out meeting at their office again this year! Complete details will be forthcoming. Note that it is very important that all Board members attend this meeting, so please mark your calendars.

Our theme this year is "FNYIP—Provides a Prism of Possibilities". I think by focusing on all of the positive aspects of FNYIP, we can encourage our members to become more active which will result in growth and development of our organization as a whole. I believe that positive attracts positive—and if each one of us conveys this message to our members and to someone new, the result will be positive too!

In closing, please do not ever hesitate to contact me with any questions or suggestions. I can be reach via email at rgrz79@roadrunner.com or on my cell phone at 716-949-9668.

Respectfully Submitted,

Robin

Robin Grzechowiak
President

Tina Bobak—Insurance Professional of the Year



Once again, on behalf of the Tina W Bobak Insurance Professional of the Year Award committee, it is with great pleasure that we recognize Joanne Gifford as the winner of the prestigious award for 2018.

Congratulations Again Joanne!



PAST PRESIDENT'S MESSAGE

Hello FNYIP Members, Sponsors and guests,

I would like to take this opportunity to thank all of you for the past year as your President. It was a wonderful experience meeting members, attending the Regional President's meetings, attending meetings when available and installing the new officers for the Insurance Professionals of Fulton County.

Since the last newsletter the 75th Annual "Diamond" Convention was held in Kingston, NY and Region I did an outstanding job. The hotel was wonderful, their staff very nice, the food was excellent and the camaraderie amongst us was a pleasure. I hope everyone had a wonderful time and I look forward to seeing all of you again in 2019 in Rochester, NY.

Congratulations to all the scholarship winners, Joanne Gifford, Insurance Professional of the Year and the Niemann Agency for winning Employer of the Year.

I may not be your President this year, but I am the Vice-President/President-Elect and I hope to see all of you again traveling with President Robin Grzechowiak. We had some fun adventures especially my first experience driving over the George Washington Bridge and then it was a breeze.

I want to especially thank Karen Moss, Corresponding Secretary and Past Federation President for an outstanding job of teaching me the ropes, keeping me in line and taking on more jobs that one person should handle. Although at times, things got a little hairy, she did it without being asked and that I truly appreciate. I want to thank my board for helping me learn more about FNYIP and I look forward to working with you again this year.

In Fellowship,

Connie Smith ACSR, FIPC
Past FNYIP President



Thank you to the outgoing Board Members and Committee Chairs



Words cannot express how grateful we are for your leadership.

BULLETIN SCHEDULE

We're shooting for quarterly newsletters this year but that's only possible with YOUR help!
Here's the schedule we'd like to stick to please.



NEWSLETTER	FIRST REMINDER	DUE BY	RELEASE BY
JULY 2017	6/20/2018	7/1/2018	7/10/2018
OCTOBER 2017	9/20/2018	10/1/2018	10/10/2018
JANUARY 2018	12/20/2018	1/1/2019	1/10/2019
APRIL 2018	3/20/2019	4/1/2019	4/10/2019

PUBLICITY

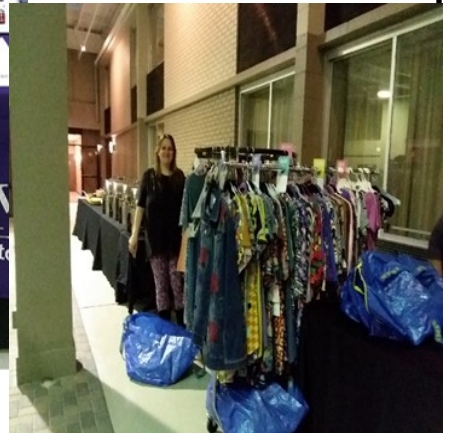
Please don't hesitate to reach out to me and I'll do my best to free FREE advertising or event listings in your associations local area newspapers, church bulletin (if you provide me with the church's info), etc.

2018 Employer of the Year

Congratulations to the Niemann Agency



Thursday Night Trade Show



2018 First Timers



What a pleasure to have these First Timers with us this year.
Thank you again to Judi DeMarco for being the leader of the pack!



The first time you do a thing is always exciting
Agatha Christie

Fun at Family Feud

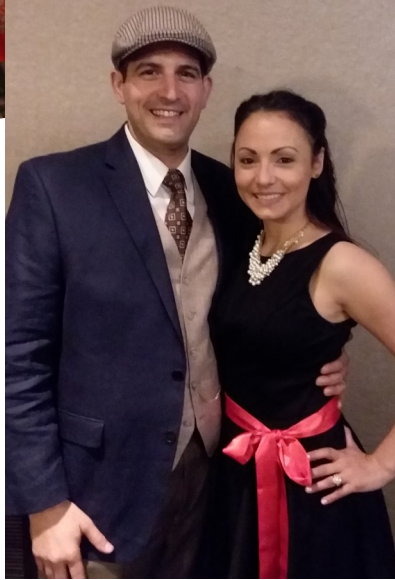


Past President's Sing-a-Long



Past Presidents enjoyed lunch on Saturday and received a beautiful diamond picture frame from Region 1 Convention Hosts as a show of appreciate for their leadership

Dance Party



2018 Installation Dinner



Scholarship Winner



**President Fred Hollander of PIA awards Robin Miller
1 of 4 PIA Scholarships**

Safety & Awards

This year's theme was "Safety on Wheels". The children completed 11X14 posters, using crayons, markers, pencils, cutout, etc.

The winner of the 8-9 bracket was Kaj Benton from Buffalo, and the winners of the 10-11 bracket were Jazelle Smith and Terri Rain Griffiths. Each age bracket winner was given \$50 gift cards.



The Outstanding Association of the year awards are based on the activities of the Association, including safety projects, publicity/networking, education and community service.

The 0-15 member winners were:

- 1st Place—Mohawk Valley
- 2nd Place—North Country
- 3rd Place—Albany

The 16-23 member winners were:

- 1st Place—Fulton County
- 2nd Place—Westchester

The 24 & over member winners were:

- 1st Place—IPALI
- 2nd Place—Buffalo
- 3rd Place—Orange County



Thanks to all who participated!

Respectfully submitted,

Joanne E Gifford



FNYIP Friends



Friends



FNYIP Newsletter

Advertising Contract

The Federation of New York Insurance Professionals Inc (FNYIP) is an organization of 12 local associations located throughout New York State. It's members represent a cross section of professionals in the insurance and related industries. We publish an electronic newsletter approximately four times each year. The intent is to help us network and keep up-to-date with all groups across the state. We strive hard to keep our costs to a minimum so we have funds available to support our annual convention and the Education programs held during that weekend.

You can help keep our programs affordable by supporting FNYIP through one of all of our newsletters. The newsletter is available to members and non-members on our website: www.fnyip.com

Newsletter Advertisement Reservation Form

Full Page	\$100 one issue	\$300 four issues
Half Page	\$ 80 one issue	\$250 four issues
Qtr Page	\$ 50 one issue	\$150 four issues
Business Card	\$ 25 one issue	\$ 75 four issues

Name _____ Company _____

Address _____

Local Association _____

Telephone Number _____

Email: _____

Signature _____ Date _____

Please forward your artwork, a signed contract and your check or credit card form payable to FNYIP to the address below:

Linda M Potwora, CIC, FIPC
5360 Murphy Road
Orchard Park, NY 14127

Phone: 716-912-5014
Email: Potwora@aol.com
Fax: 716-662-2263

TOTAL \$ _____	Charge to	<input type="checkbox"/> Amex	<input type="checkbox"/> Discover	<input type="checkbox"/> Visa	<input type="checkbox"/> Master Card
			Exp Date		Sec Code
Cardholder's Name _____			Signature _____		

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.....



Enjoy your Summer



FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

For additional information about FNYIP and it's board members or sister organizations, please don't hesitate to reach out to :

Robin Grzechowiak, FNYIP President
79 Jasmine
West Seneca, NY 14224
Email: rgrz79@roadrunner.com
Phone: 716-949-9668