



FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

73 Years <http://www.fnyip.com>

Executive Board 2016-2017

President

Dolly Benjamin

Vice President/President Elect

Connie Smith

Recording Secretary

Nancy Cashman

Corresponding Secretary

Kathy Cournoyer

Treasurer

Jill Burlison

Parliamentarian

Robin Miller

Regional Directors

Laurie Muschitiello—Region I

Laurie Schroder—Region II

Holly Stachnik—Region III

Robin Grzechowiak—Region IV

President's Message

Dolly Benjamin—FNYIP President

This year has been going fast. I have been enjoying visiting all the different associations. It has been awhile since I have been to a meeting but I do not like driving in the winter. I am looking forward to going to the remaining associations as the weather gets a little better. It has been a challenge for me but I have been working to get what needs to be done, done. I am very much looking forward to seeing everyone at convention this year. I know that Connie is working very hard trying to get her board filled for next years team. If there are any positions that need to be filled please take on the challenge as it is very rewarding. I would have never thought I would be doing President of FNYIP but I have enjoyed it every much. We need to see that this group of people continue as it is a unique group of people, everyone not just the board. Each & every one of the members are a special kind of person and a very caring group. I know we all are struggling trying to get & keep the members coming. I know that if we all pull our energy together we will continue to blossom. I am looking forward to joining the elite group of past presidents in April. Again I hope to see you all at convention April 19-22 in Albany.

Executive and Board Reports

Vice President / President Elect—Connie Smith

Greetings to all of our FNYIP members and friends-it's been a beautiful winter in Buffalo so far and I hope all of you have enjoyed it too. The clock is ticking to fill my 2017-2018 board and Karen Moss has been working on that very diligently and I'm trying to fill in some of the appointed spots. The deadline to get your nomination paperwork is March 1, 2017. We are still seeking nomination requests for Vice President/President-Elect and Treasurer. There are a couple of appointed positions still available and Karen has sent that information out.

The Retired Insurance Professionals and Attendance reporting forms are updated and on the website and should be sent to me by April 1st, 2017.

I thank you in advance for your support and I look forward to working with all of you. I value the knowledge of our members and I look forward to your guidance.

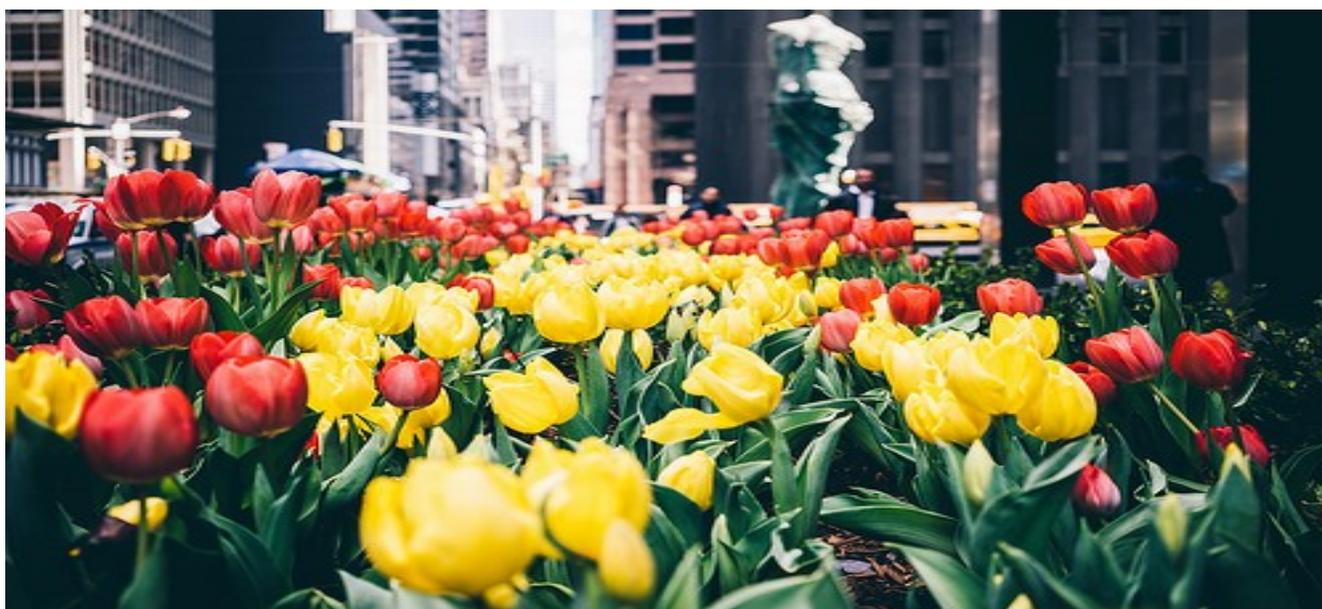
Recording Secretary—Nancy Cashman

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Parliamentarian—Robin Miller

Region I Director—Laurie Muschitiello



Executive & Board Reports Cont.

Region II Director—Laurie Schroder

Director - Region II - Laurie Schroeder

In December, I attended the Annual Holiday Auction hosted by the Insurance Professionals of Albany at Scarborough's Restaurant and Tavern in Latham, NY. Such a nice time was had with such a friendly group. The items that were auctioned off were so beautiful and of course I had to purchase a charming decoration. I also contributed to the Annual Christmas Pajama Promise, in which IPA gather's donated pajamas so that they can be distributed to children for Christmas Eve.

In January, I participated in a Convention meeting as the Region II Associations, Insurance Women of Fulton County and IPA, are co-hosting. The ideas and enthusiasm just flowed as there are so many talented and passionate people involved. Things are falling into place and I am so looking forward to Convention 2017.

That's all for now....stay warm and think spring.

Region III Director—Holly Stachnik

Region IV Director—Robin Grzechowiak

Greetings everyone!

I am so happy that Spring is just around the corner!

I attended Crossroad's Association's Annual Charity Auction meeting on October 4, 2016, along with Connie Smith. It was a well-attended event, and we both enjoyed ourselves tremendously! I am definitely planning on attending again next year! What made their meeting even more special is that their charity this year provides help to battered women. It is called Chances and Changes. I commend Crossroads for making everyone aware of this issue and for working so hard to help this worthwhile organization. I am hoping to attend another one of their monthly meetings soon.

The Insurance Women of Buffalo participated in the Making Strides Against Breast Cancer's Annual Walk on Saturday, October 15, 2016. Since we have several current members of IWOB who are survivors, this charity is one that is very close to our hearts. IWOB's annual fundraising basket raffle is being held on Sunday, May 21st. Details can be found on their website at http://insurancewomenbuffalo.com/Upcoming_Events.html - please check it out when you have time. Every member of FNYIP is welcome to attend IWOB's meetings and events and we would love to see you there!

Executive & Board Reports Cont.

Director, Scholarships, Long Range Goals and Review of Past President Reports—Rae Ann Clark

I received two applications for the FNYIP Employer of the Year for 2017. It was a tough decision as they both support their employees that are members of FNYIP. I would encourage our other applicant to apply next year again as their employer is deserving recognition for their commitment to FNYIP also. I would also encourage each association to consider nominating their employers.

And now drum roll please

It is my pleasure to announce that USI Insurance Services, LLC - Uniondale, Long Island Branch Office as the FNYIP Employer of the Year for 2017. I look forward to congratulating and honoring them at convention.

Please make sure you send in any resolutions to me by April 1st. Full details and qualifications are on our website.

We also have two scholarships that will be awarded at convention, the Jeanne H. Tice First Timer Scholarship and the L Justine Gobel Scholarship. Applications must be received by April 1st.

Awards & Safety Chair—Mary Paul

Hello everyone,

I hope you all had a safe and wonderful holiday season. I cannot believe that April is just around the corner.

I hope everyone has safety posters to bring to convention. Please make sure that you have your posters to me for judging at convention by Friday morning.

I need you power point presentation for Association of the Year by March 15th, 2017. They can be emailed to randmp9212@aol.com. If you send me one and do not hear back from me acknowledging receipt please contact me. Please bring a copy with you to convention in case something happens.

See you in April!

By-Laws & Standing Rules Chair— Denese Thompson

Executive & Board Reports Cont.

Chief Financial Officer—Jeanne Prill

Community Service Chair—Fran Scott

I would like to wish all a very Happy New Year.

2017 has started out to be very exciting.

As Community Service Chair for 2016-2017, I have been very busy learning and visiting many Associations and enjoying the many Projects Associations are working on.

I was very excited to attend the Opening Ceremony for the 2017 Special Olympic Winter Games at the Poughkeepsie Grand Hotel on Feb. 17, 2017.. I met and enjoyed speaking with athletes and their families, and volunteers from throughout New York. I was able to visit with Neil Johnson who spoke so highly of our Association and Thanked FNYIP, personally. He did ask about many of you by name. We have a truly special place in his heart.

As I stated in the last FNYIP Newsletter, We will again be asking each Association to send a check for FNYIP for 25.00 to have our Lottery Tree. This will help assist donation from FNYIP towards Special Olympics Community Service project.

Also, All Region Directors will be getting the Special Olympics Lottery raffle ticket forms to sell. 1st Place winner 100.00, 2nd place 75.00 and 3rd place winner will receive 50.00. Please ask all members to participate in this great event. All raffle tickets sold and money is to be brought to Convention. I will collect and we will do drawing at convention.

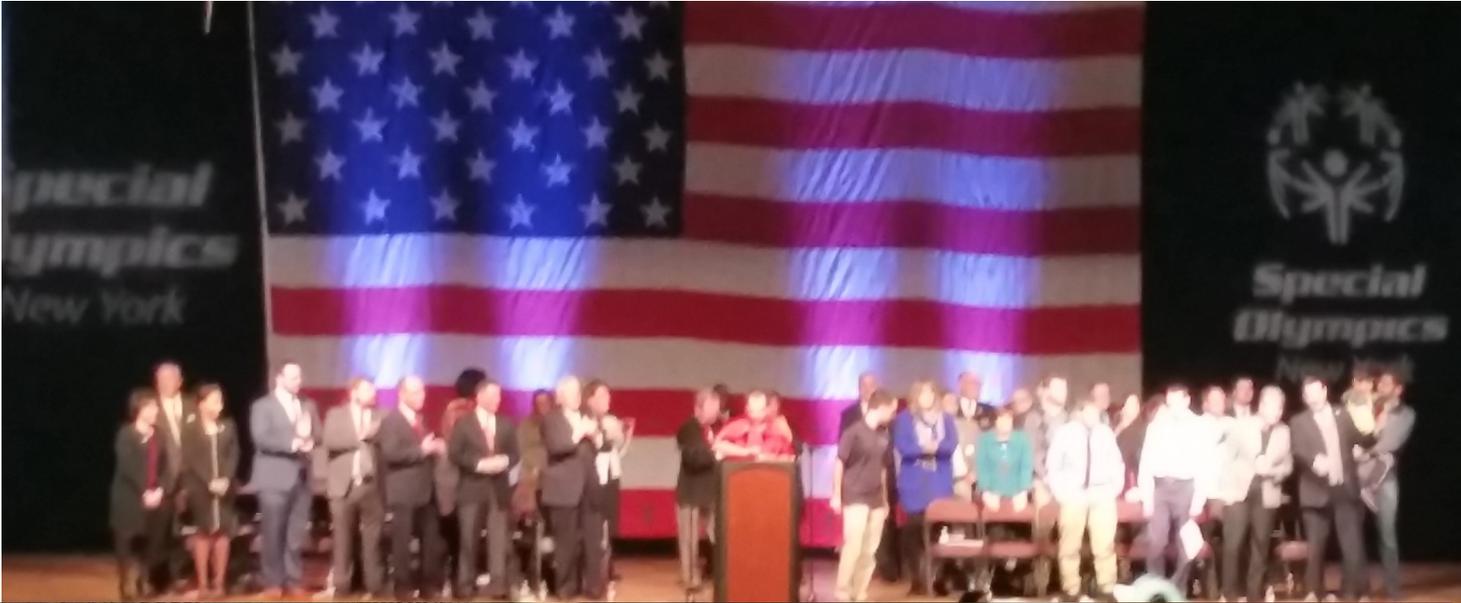
This was very successful and I am happy to continue this fundraiser 2016-2017. Please send all checks made out to FNYIP for 25.00 and mail to Fran Scott C/O F.A. Scott Insurance Agency 18 Scotchtown Ave., Goshen, NY 10924 . My office number [845 294 1450](tel:8452941450) (w) if you need me or email fascott_ins_agency@frontiernet.net.

I will log and forward all checks to our Treasurer.

The form for Association Community Service Projects 2016-2017 will be submitted to All Region Directors. Please make sure all Associations complete their report and get back to me for April 1st. I will submit to FNYIP Board at our April 20, 2017 Board meeting.



Opening ceremony at 2017 Special Olympic Winter Games



Neil Johnson and Fran Scott at Games Reception

Executive & Board Reports Cont.

Computer Coordinator—Pat Crawford

Education Chair—Joanne Gifford

Historian & Quarter Century Chair—Effie Tsoukalas

Please visit our website at FNYIP.com for the Quarter Century application. Applications are due by April 1, 2017.

Newsletter & Publicity Chair—Rae Ann Clark

I have enjoyed doing the newsletter for you this year. Please give me any feedback you have and any suggestions for making it better as I have agreed to continue this for the 2017—2018 term. Deadlines for the newsletters will be given at the Incoming Board meeting at convention.

Nominations / Credentials / Ballots & Tellers Chair—Karen Moss

State Convention Chair & Corporate Liaison—Jennifer Hawes

Assistant State Convention Chair—Cathy Tornatore

Convention Secretary—Kathy Cournoyer

Ways & Means Chair—Linda Potwora

Tina W Bobak Insurance Professional of the Year Award Chair—Mishell Magnusson



Local Associations

Region I

IPALI, QCIP, WIP, IPOC

Insurance Professional Association of Long Island (IPALI)

Well the January 2017 meeting is in the history books and it was historical. We had a great January meeting packed with a presentation by Stephen Anderson from The Institutes about what courses and information they can offer for individuals and companies as well as the benefits of knowledge in our industry. Some of the information Stephen brought with him to the meeting is included in the newsletter and if anyone would like more information please let me know. Following Stephen the painting bonanza began. We had a great meeting with great food, a great speaker, networking and fun! (See some of the pics attached)

Now the February CE meeting is upon us and again we would like to extend a big THANK YOU to SERVEPRO of Port Jefferson/Stony Brook/Hicksville/Plainview for sponsoring the cost of the CE course and arranging the topic and instructor. The Topic of "Water Damage: Risk, Diagnosis & Mitigation is very relevant to the current insurance discussion climate and would be very beneficial for all. The dinner charge is still applicable as we are a not-for-profit organization. In full disclosure to all members we make little to no extra on the dinner meeting pricing so we can keep the price as low as possible for all of you. The location will be Peppercorns-Upstairs Room in Hicksville and you can review attached information for more details and registration information. Please sign up ASAP as the registration information for the CE needs to be received PRIOR to the course date to be able to comply with all NY Insurance CE regulations.

March 21,2017 is our annual Charity Event. This year promises to be bigger and better than ever but we still need all of your help to make this more successful than years past. This dinner is an opportunity to network with over 400 of your closest agents, brokers, carriers, adjusters, recruiters and sales people. The benefit to our charities, The Special Olympics and The Safe Center, is tremendous and more appreciated than you will ever know. We will be honoring Tom Mannion from Arch Insurance for his support of IPALI and his contributions of the Long Island Insurance community throughout his career. We are always seeking volunteers to help as well as donations. Gift Cards, Gift Certificates, Items for the Chinese auction baskets all welcome. If more information is needed, donations need to be picked up/dropped off or any questions regarding attending the dinner, volunteering to assist, purchasing journal adds or sponsorships available please contact our dinner chair Maria Thomas and she will assist any way she can.

See you all in February. Be sure to renew your membership this month.

Local Associations

Region I

Queens County Insurance Professionals (QCIP)

Westchester Insurance Professionals (WIP)

Happy & Healthy New Year!

The Westchester Insurance Professionals held our annual Charity Auction on November 9, 2016, at Tre Angelina Restaurant, in White Plains, NY. It was a fun and successful evening. We raised enough funds to make sizable donations to the Special Olympics of Hudson & Westchester region; My Sister's Place; Hope Community Services of New Rochelle and The Arc of Westchester. Our sincere thanks to those who sponsored, donated or purchased items.

On December 7, 2016, we got together to celebrate the holidays. It is at this gathering that we make our collection of items for the Marine Corp Toys for Tots.

The Westchester Insurance Professionals takes a break in the month of January. We just had our February meeting on the 15th. Our speaker for the evening, back by popular demand, was New York State Senator George Latimer. He gave us an update on what is going on in our State's Capital and took many questions from our attendees. It was a very informative meeting.

On March 22, 2017, WIP will hold a March Madness Networking Event, joint with the CPCU-Westchester and Fairfield Chapter, The Honorable Order of the Blue Goose and All Pro Cleaning and Restoration Services. The event will take place at Bob Hyland's Sports Page Pub, 200 Hamilton Avenue, in White Plains, NY, between 6:00 and 8:00pm. We hope you can join us if you are in the area. Please contact Marianne Calise at (914) 712-4516 (mac@efk.com) or Effie Tsoukalas at (212) 363-2950 (effie0212@aol.com) for additional information and reservations.

See you at convention!

Sincerely,

Effie Tsoukalas, Treasurer

Insurance Professionals of Orange County (IPOC)

IPOC was very busy over the fall and winter months.

We joined with the Independent Insurance Agents and had a great Golf outing while we raised a few dollars to benefit local charities.

Our Holiday Auction was a great Success. This enabled our Association to give donations throughout the holiday season to several areas of our Community.

We were happy to make donations to our Local Veterans in New Windsor, New York. We invited Richard W. Drago from American Legion Post 1420 and presented him with a donation which will be used to assist needy Veterans and their families. We also made contribution to our local food pantry and provided Holiday gifts to our Minisink Cares program.

We are happy our Bingo program at the New Windsor Country living is going well. Pat Milne has retired, but keeps working Bingo on behalf of IPOC.

We had a great CE Class in January offered by Great American Insurance Group. Those that attended learned about Kidnapping and the insurance that is available to protect this type of event. We also learned of Crime Protection. 2 CE credits were earned and a fantastic Dinner was served by Maria Cruz.

We are currently working on our upcoming Bowl A Thon for Special Olympics. All monies are given back to our local BOCES Program. Join us on **Sunday March 26, 2017** at The Colonial Lanes in Chester, NY 10918. **11:30 to 2:00 pm. 15.00** per person Bowl 2 games, Pizza, Soft Drink and many exciting door prizes.

We have had several speakers learning about nutrition and investment planning to name a few.

We are looking forward to Boss s night to be held **May 11, 2017**. This is our annual installation Dinner. We honor our Boss s in appreciation of how they assist us with our Association. They get to see the fun and the serious side to our Association. By there support, we are able to continue doing many community projects. We appreciate it. Come join us. Contact Debbie Papa for more information at thepapas1026@msn.com

We are all looking forward to convention in April 20-23, 2017.
See ya'll soon.

Fran Scott

IPALI Paint Party

Creative and
Beautiful Too



WIP Charity Auction



Having fun for a great purpose!



Fran Scott
with
Auctioneer Mr. Will

WIP Holiday Party



IPOC



IPOC President
Maria Cruz and
American Legion
Post 142 member,
Richard W. Drago,
Adjutant

The best and most
Beautiful
things in the world cannot be seen
or even touched. They must be
felt in the **Heart**

Hellen Keller

Local Associations

Region II

IPA, IPFC

Insurance Professionals of Albany (IPA)

Greetings from Albany! We are now in full planning mode for Convention and are looking forward to seeing everyone in April.

At our October meeting, we welcomed Jim Pittz as our speaker. Jim is the Business Issues Director at PIA and he briefed us on current trends within the insurance industry including Airbnb, Uber and Lemonade. In November, we held a membership drive at the local Moe's Southwest Grill. We all had so much fun meeting new people and were entertained by a fun evening of trivia. The trivia was such a hit, we are planning to have trivia night at convention as well.

Members Nancy Cashman, Carol Zembruski and Kaila VanBergen did the Polar Plunge again this year to support the NY Special Olympics. In December, we had our Holiday Auction which is always a successful evening. Several members also collected money for the Regional Food Bank and donated pajamas and books to the Albany Christmas Pajama Promise.

The next few meetings will be focused on preparing for the upcoming convention in Albany. See you all soon!

Erin Dugan

Insurance Professionals of Fulton County (IPFC)

Notice the name change!



IPA Holiday Auction



Albany Polar
Plunge
BRRRRR!!



Local Associations

Region III

NCIP, SIP, IPMV, IPCV

North Country Insurance Professionals (NCIP)

Syracuse Insurance Professionals (SIP)

Insurance Professionals of Mohawk Valley (IPMV)

Insurance Professionals of Chenango Valley (IPCV)



St. Lawrence Polar Plunge



JASON HUNTER / WATERTOWN DAILY TIMES

Rae Ann Clark, Oneonta, walks to the water's edge to support participants during the St. Lawrence Seaway Polar Plunge Saturday at the Hawkins Point Visitors Center in Massena. She joined other members of the North Country Insurance Plungers who provided a free lunch after the annual polar plunge.

I may be too chicken to plunge but notice
the bathing beauty in front of me, our own
Karen Moss!

Local Associations

Region IV

CIP, IWOB

Crossroads Insurance Professionals (CIP)

Insurance Women of Buffalo (IWOB)





Patricia Crawford, CPCU AAI
HAS BEEN AWARDED THE
TINA W BOBAK INSURANCE
PROFESSIONAL OF THE YEAR
FOR 2017

On behalf of the Tina W. Bobak Insurance Professional of the Year Award Committee, it is with great pleasure that we announce Patricia Crawford as the winner of this prestigious award for 2017.

Congratulations Pat! Well deserved!!!

After extending the deadline, the Committee received several nominations this year. We encourage all association president's to submit these names again next year for consideration.

Pat was voted the winner unanimously, yet the numbers were very close. The committee is charged with assigning points in five categories. Determining factors are Contributions to Federation, Contributions to the Local Association, Achievements in Employment, Achievements in Education, and Contributions to Local Charities through time and/or fundraising. There is a one to five point range - one point being the lowest contribution and five points being the highest contribution. Each candidate is evaluated in these categories, the numbers added up and a winner selected. Again, the candidates all scored very close this year. We have many outstanding members of Federation.

Pat is a member of the Insurance Professionals of Albany and works for Rose & Kiernan, Inc. Pat's local association made this announcement at their holiday party in December as a surprise to Pat.

Pat has served in many positions for the Insurance Professionals of Albany over the last nine years including President and Vice-President and is currently serving as their Treasurer and Web Master.

Pat currently serves as the Computer Coordinator of The Federation of New York Insurance Professionals. Pat completely redesigned the website for Insurance Professionals of Albany and worked alongside FNYIP Past President Rae Clark to redesign the FNYIP website in 2015.

Pat has been in the insurance industry for over 30 years working in Commercial Lines and currently a Marketing Director at Rose & Kiernan, Inc. She is a graduate of the State University of Albany and holds the CPCU and AAI designations, as well as FIPC credentials.

Pat also currently serves on the Board for the Capital District Insurance Community and is a member and Past President of the Society of CPCU.

Pat is very active in her church, serving on the Pastoral Council and spending a lot of time volunteering with local food pantries serving meals and organizing events. She previously held the position of Trustee for six years.

Insurance Professional of the Year Award Committee

Mishell Magnusson, Committee Chair

Kathy Cournoyer, Committee Co-Chair

Congratulations Jeanne Prill!

Winner of the 2016 Jack F Derrickson Award



In 1996, Jeanne Prill flunked her first exam for the Chartered Property Casualty Underwriter (**CPCU**®) designation. But today, 20 years later, the Commercial Lines (CL) Marketing Specialist at Tompkins Insurance Agencies, Inc. is recognized as one of the best and most effective instructors teaching Institutes' courses.

We had a quick conversation with Jeanne, winner of the Jack F. Derrickson Award for Outstanding Course Leadership in 2016, about how she got to where she is today and the best advice she has for individuals pursuing designations.

The Institutes (TI): How did you first get into the insurance industry?

Jeanne Prill (JP): My first job was as a personal lines customer service representative at MetLife Home and Auto. The company was really supportive of professional designations, so I started pursuing the CPCU because my colleagues were pursuing it. I flunked the first CPCU exam I took. I realized my study process was totally wrong, so I changed my approach. I took the test again, and I passed. That motivated me to take two more courses that same calendar year, and I passed those exams. However, like many people, after that I got distracted. I was busy with other life events and stopped pursuing my designation.

Interview with Jeanne Prill Continued

TI: What made you finally finish it?

JP: In 2002, I became an instructor at Independent Insurance Agents & Brokers of New York (IIABNY). When IIABNY endorsed the Accredited Adviser in Insurance (AAI®) designation in 2007, they asked me to be an instructor because I'd been successful at leading courses for the Accredited Customer Service Representative (ACSR®) designation. To prepare for teaching the AAI classes, I ordered the books, studied on my own, took the tests and earned the designation.

With my study skills sharpened, I realized now would be a great time to go back and finish my CPCU. I completed the CPCU designation in 2011.

Once I had my CPCU, I learned from The Institutes about their **College Degree Programs**, where universities accept designations as credits toward a degree. Thanks to my CPCU, I earned a Bachelor of Science in business with a concentration in risk management and insurance from Excelsior College in Albany, New York. Just as AAI had prepared me for earning my CPCU, my CPCU prepared me for earning a full four-year degree.

TI: What's an average day like for you?

JP: I work in a large independent agency in commercial lines. I support our outside sales team, and I can't stress enough how much my professional designations have helped me understand the risks our clients face. When our sales team comes to me with really complex exposures, I know exactly what kind of insurance the client needs and can identify potential gaps in coverage.

One of the sales team members actually gave me the nicest compliment the other day. He said, "I'm better at my job because of you." It was flattering, but it's more than that--it shows we're better as a team and an organization because I've worked so hard on my insurance education.

As far as training goes, I'm not as active as I was five years ago. Formal classroom training is probably 30 percent of my job now. But when it comes to one-on-one training, answering questions and helping with technical info, that's the stuff I do all day long.

TI: What part of your career are you proudest of?

JP: It's this--being selected for the Jack F. Derrickson Award. I love how the award acknowledges consistent performance. I didn't have only one good year; I delivered results year after year. I'm really proud of that longevity. It would have been an honor to receive this award at the culmination of my career, but I'm only halfway through my career! To be recognized like that is really amazing.

Interview with Jeanne Prill Continued

TI: Do you consider yourself a lifelong learner?

JP: Absolutely. I've been in this industry for 25 years, and I've had an insurance textbook on my desk the entire time. I am currently working on my ARM designation. Part of being an effective instructor is knowing what it's like to be a student.

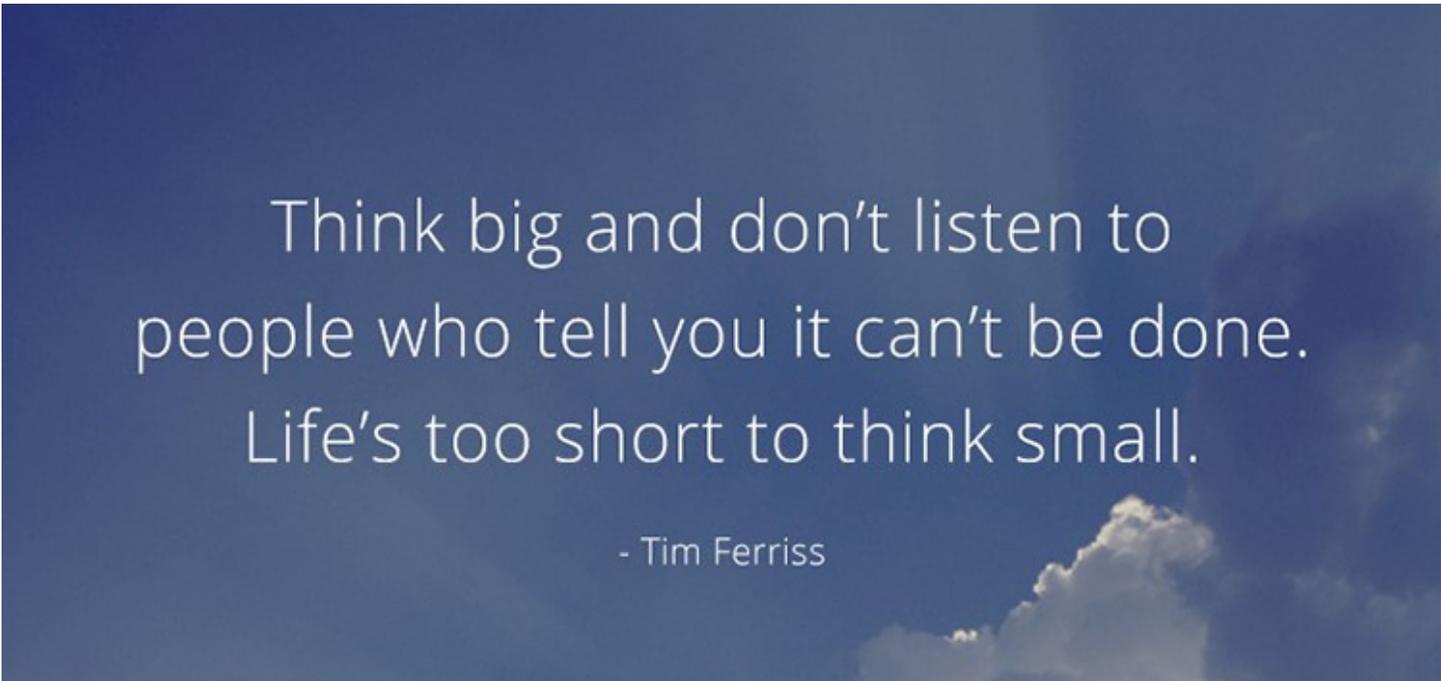
TI: What's your ideal classroom setup?

JP: It's actually really low-tech. I hate PowerPoint presentations. They can create a passive environment where students just stare at the screen. Instead, I write on whiteboards and flipcharts and tell students, "If I write it, you write it." That creates a pace that gives students time to write, too. I'm very old school about my interactions with students. All I really need is a pack of markers.

TI: Do you have any advice for individuals looking to get into the insurance industry?

JP: Exposures are changing--auto insurance companies will soon have to insure cars with no driver. But the fundamentals of risk don't change. Pursuing an insurance education and understanding the fundamentals of how insurance works are going to help people starting their career today the same way they helped me 25 years ago. The fundamentals apply even when the exposures change.

**Edited for length and clarity*



Think big and don't listen to
people who tell you it can't be done.
Life's too short to think small.

- Tim Ferriss

Member News & Messages

Insurance Women of Fulton County have voted to change their name to Insurance Professionals of Fulton County. This change was ratified by their members and their ByLaws updated to reflect the new name

It is with sadness that I pass to you the news of Ann Marshall's mother's passing.

Ann served as President of Federation as well as on other Board positions. She was originally a member of Rockland County and then she joined Westchester when Rockland County disbanded.

Jean Baker, a member of the disbanded Thompkins organization has passed away.

She helped start the Insurance Women of Southern Tier in 1976.

Our thoughts and prayers go out to Robin Miller and her family. Her sister Emily Brashaw passed right before Christmas and her sister Terrill O'Brien is recovering from a heart attack.

Our thoughts and prayers are with Sharon Seney and her family at the loss of her father, George Ward. Cards may be sent to Sharon & Paul Seney, 3013 Dillon Road, Murrells Inlet, SC 29576



A single rose can be my garden...

A single friend, my world.

Leo Buscaglia