



# 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 Boehm—Region I  
Laurie Schroder—Region II  
Holly Stachnik—Region III  
Robin Grzechowiak—Region IV

## President's Message

Hi everyone,

Hope that everyone enjoyed our beautiful summer and fall so far.

I have enjoyed meeting with the associations that I have been able to attend so far. I am trying to get them all in before snow flies but not sure if I will make it to all. It has been great sharing fellowship with you all.

I know that all of the associations are struggling with the same problems trying to keep members interested and stay involved. I know that the credits that can be earned at convention is a great deal but we still need to make sure that these members are active. If any of the associations have any ideas please share them with the other associations.

I am planning on going to North Country for the Polar Plunge on November 12th to help out the North Country Plungers. I have enjoyed doing this in the past and look forward to this year.

Sometimes I think we all need to blow our own horns on what a great bunch of ladies & gentlemen we are to show the younger folks the importance of Federation. So let's all try and work together and get the younger generation interested in this great group.

Hoping for a lite Winter again this year and will be looking forward to seeing everyone in the Spring.

Respectfully submitted,

Dolly Benjamin—FNYIP President

# Executive and Board Reports

## Vice President / President Elect—Connie Smith

Greetings to all of our FNYIP members and friends-it's that time of year when we are going every which way to get everything done to batten down the hatches for the long upcoming months ahead and I won't mention the dreadful "S" word. With that being said I'm starting my upcoming months ahead in search of members interested in serving on my board for the 2017-2018 year, anyone interested please contact me at [csmith@evansagencyins.com](mailto:csmith@evansagencyins.com) or contact Karen Moss, who is helping me find potential members to serve.

At the Fall Board meeting on 10/22/16, I did ask a few individuals about their interests and I'm sorry if I didn't get to everyone but I'm hoping that you'll reach out to me also. We have a great board meeting and thank you to New York Central as our gracious hosts. It's a beautiful drive from Buffalo to Edmeston but I only wish that mother nature would stop raining every time I have to drive there and back!

I am in the process of having the Retired Insurance Professionals and Attendance reporting forms updated so they can be sent to me before convention.

In late August, I did attend the Presidents meeting in Batavia in which Region IV Director Robin Grzechowiak presided over. It was small group of us but it was also rewarding as to have had the opportunity to ask questions and get a better understanding of FNYIP and my duties.

I wish everyone a Happy, Healthy and Safe Holiday Season.



# Executive & Board Reports Cont.



Recording Secretary—Nancy Cashman

Treasurer—Jill Burlison

Chief Financial Officer—Jeanne Prill

Parliamentarian—Robin Miller

Region I Director—Laurie Boehm

Region II Director—Laurie Schroder

It was only a little over a month since installation and I travelled to the Insurance Professionals of Albany meeting of April 28, 2016. Since the 2017 Convention is being Co-Chaired by Section II, the co-chair from Insurance Women of Fulton County Joanne Gifford, myself along with the IPA co-chair Carol Zembruski and several IPA members held a "Convention 2017" meeting. Many great entertainment ideas, dinner themes as well as favors for goodie bags were presented. Should be a fun and rewarding experience working alongside these ladies and gentlemen. In addition, they reviewed their PowerPoint winner from Convention. September 20, 2016, I held the Region II President's meeting at Nicolino's in Amsterdam, NY. In attendance was President Dolly Benjamin, Insurance Professionals of Albany President Erin Dugan and member Patricia Crawford along with myself as Insurance Women of Fulton County President. The President's Packet was handed out, we discussed Federation items, networking and exchanged dates of our upcoming auctions etc. We are all looking forward to a great 2016-2017 year.

Regards, Laurie Schroeder, FIPC

Region III Director—Holly Stachnik

# Executive & Board Reports Cont.

## Region IV Director—Robin Grzechowiak

Greetings everyone!

Region IV had our Presidents' Meeting on Saturday August 27, 2016, in Batavia NY. In attendance were President Dolly Benjamin, Kathy Cournoyer, Connie Smith and myself from the Insurance Women of Buffalo and Diane Fiscus from the Crossroads Association. We reviewed award applications, resolution guidelines, etc. All the materials that were provided have been shared with all of Region IV's Associations' members.

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 was thrilled to be the successful bidder on a package that contained different types of homemade fudge..... my absolute favorite! I am definitely planning on being there again next year and encourage all members to come too! (I'll be looking for packages to bid on that might have homemade fudge or candy in them for sure!) What made this event even more special is that the money they raised is being donated to a charity that 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.

October is a busy month for the Insurance Women of Buffalo too. Their annual membership drive is scheduled for October 11. Then on Saturday, October 15<sup>th</sup>, IWOB is participating in the Making Strides Against Breast Cancer's Annual Walk. There are several current members of IWOB who are breast cancer survivors, and this charity is one that is very close to our hearts. IWOB's schedule of events and meetings are all listed on our website at [http://insurancewomenbuffalo.com/Upcoming\\_Events.html](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!

## Corresponding Secretary—Kathy Cournoyer

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

I am continuing my efforts to secure scholarships for our 2017 convention. I have reached out to several businesses in and around Albany. To date I have had no response.

At the Fall Board meeting I presented my Past President suggestions to the Board.

I have received 2 resolutions so far. Resolutions are the official means for FNYIP to recognize special events and special people. The following qualify: recognition of a charter member of your association, memorial of the death of a member, commemoration of an important association anniversary or honoring the outstanding performance of a member on both the state and local level. Resolutions will be accepted at any time, until 4/1/17. Applications are on our website.



# Executive & Board Reports Cont.

## Community Service Chair—Fran Scott

I attended the Fall Board meeting in Edmeston, NY. President Dolly Benjamin and her husband Bob treated those who traveled and stayed overnight to a wonderful dinner at their very own NY Pizza Restaurant. It was fantastic. Thank you.

The Board works very hard to make sure all association suggestions and concerns are taken into account and especially make sure all are involved.

The New York Special Olympics will be having their Winter Games February 17—19, 2017 in Poughkeepsie, NY. Please contact Fran Scott at 845-294-1450 if you would like to volunteer. I will be going along with my husband Ken.

I will be sending out updated Community Service reports to all associations after the holiday. Keep an eye out for them and please make sure I have them back so I can report on the wonderful community projects and serve we offer the communities.

I would like each association to send \$25. so we can put the Lottery Tree together for FNYIP fundraising. This will be presented at the April 2017 convention at the Desmond Hotel, Albany NY. Please send donations to Fran Scott, c/o FA Scott Insurance Agency, 18 Scotchtown Ave, Goshen NY 10924. please make the checks payable to FNYIP and note in the memo line FNYIP Fundraiser. All checks will be forwarded to Treasurer Jill Burlison. I will be sending our raffles tickets in February to all associations for the Special Olympics fundraiser. Please get each association to sell so we can have a greater contribution than last year. The raffles will be a cash drawing to the raffle winners. First prize is \$100, second is \$75 and third will be \$50. Let's raise some money!

I received a beautiful email from Holly Gray on behalf of the \$2,500.00 donation we made to Special Olympics. Thank you to our wonderful members, family and friends of FNYIP.

May each of you have a wonderful Holiday Season and until we meet again, Peace.

## Computer Coordinator—Pat Crawford

I hope you have all been using our website and taking advantage of all the information available on the site. There is a great deal on the site and still more to come. But it can be even better, if you send me a copy of your invitations to your meetings, activities and events. Just include me, [pcrawford@rkinsurance.com](mailto:pcrawford@rkinsurance.com) when you send our an invitation email to your members. This will allow me to get the event up on our website. If we continue to make our site current and up to date with events and activities you can refer your co-workers and associates to the site, even those not in your area. We can use this as a tool to grow our organization.

I also need photos, photos of activities or events, photos from the convention, especially photos of walks, auctions, polar plunges and other hands-on activities. Please send me copies of what you have and I'll add some to the site. Pick the best and send me a few from each event. It lets people know just how active we are.

Remember we also have a mobile website that you can access from your smart phone or tablet.

# Executive & Board Reports Cont.

## Awards & Safety Chair—Mary Paul

Happy Thanksgiving to everyone!

The topic for this years safety project is Food Safety. The age groups are 8-9 and 10-11.

Food safety habits are important for kids to learn at a young age to prevent food borne illness. Information from FoodSafety.adcouncil.org states 'a serious but little recognized public health issue that causes approximately one in six Americans to get sick each year'. The following information came from <http://kidshealth.org>

Did you wash your hands?

- before eating or touching found, like if you're helping cook or bake.

[www.fightbac.org/wp-content/uploads/2015/08/BFS\\_Activity\\_Book\\_Color.pdf](http://www.fightbac.org/wp-content/uploads/2015/08/BFS_Activity_Book_Color.pdf)

## Association of the Year Award

Start to put your power point presentation together. This is what the committee will be judging each association on:

- \*\*Safety projects, including the poster contest
- \*\*Publicity/Networking
- \*\*Education
- \*\*Community Service

The power point template will be on the website and should be back to me by March 15, 2017.



# Executive & Board Reports Cont.

## Education Chair—Joanne Gifford

We offered four different CE classes this year for a total of 8 CE credits. We selected Data Compromise Coverage, Identity Recovery Coverage, Cyber Risk Coverage and Homeowners Equipment Breakdown and Service Line Coverage as our topics this year. We had 64 people registered for Continuing Education classes, with one non-Federation member attending. The classes were informational and moved along quickly. It was mentioned that paper handouts for the classes would have been helpful, with instructors conserving and being 'green', Hartford Steam Boiler has offered to email the presentations when requested.

Eight hours of CE classes in one day is intense, there was little time in between classes, and the day was long. I would like to investigate offering a class on Thursday afternoon or evening so we have some free time for people to explore the regions where conventions are held. I found an old program where CE classes were held on Thursday afternoon in the past, so I would like to pursue this option for future CE classes.

The Education chair is also responsible for reviewing and accepting applications for Federation Insurance Professionals Certifications. This is a recognition of Federation members who meet certain qualifications and it allows you to use the FIPC designation with your signature. The Education Chair and 2 Board members review each application for eligibility and a certificate is presented at the annual convention. Karen Moss and Nancy Cashman were the two board members who worked with me to review the applications. This year's recipients include 6 applicants from the Insurance Women of Buffalo, Deanna Filipski, Joan Knaus, Laura Nosbisch, Sandy Sugg, Karen Willard and Jean Young, from Insurance Professionals Association of Long Island, Marcia Reynolds.





# Executive & Board Reports Cont.

## Nominations / Credentials / Ballots & Tellers Chair—Karen Moss

It is not too early to think about an or appointed position on the Federation Board. The Board is the means by which Federation conducts it's business and every member should take an interest in the activities of the Board.

### Elected Positions for 2017-2018

Vice President / President Elect—must have served on the Federation Board at least 3 years in the past 10 years. One of these years must have been in an elected position. This is a one year term , elected position.

Recording Secretary—must be a member in good standing and be able to perform the duties of the position. Duties include ability to take and transcribe notes recorded minutes and get them distributed in a timely fashion. This is a one year term, elected position.

Treasurer—must be a member in good standing and be able to perform the duties of the position. Duties include collecting and dispersing all FNYIP funds as directed and depositing all receipts in an approved bank. This is a one year term, elected position.

Director— must be a member of a local association within the particular region. Duties include acting as liaison between local associations and the Executive Board, working with local associations on all projects and assist them as needed. This is a two year,elected position. Directors are elected on a rotating basis. 2017—2019 Directors for Regions I and III will be elected.

Any interested person can be nominated by sending his/her resume to the committee, along with a cover letter form their local Association President. If the candidate is the local Association President , then the letter should be submitted by the Association's Vice President / President Elect.

Candidates resumes can also be used by anyone wishing to volunteer to chair a committee. Once received, resumes are forwarded to FNYIP Vice President / President Elect.

Resumes can be sent at any time but no later than **March 1, 2017**.

Voting delegates—each local association is entitled to have 2 voting delegates to elect officers Saturday morning at convention during general session. If there is more than one candidate for any elected office, a nominating representative is to attend a nominating meeting on Friday evening of convention. The credentials form is to be signed by the local President and Recording Secretary.

**ALL FORMS CAN BE FOUND ON THE WEBSITE.**

Please return these forms to: Karen Moss, [Karen@mosscentral.com](mailto:Karen@mosscentral.com), 155-16 32nd Avenue, Flushing NY 11354. phone 718-353-1500, fax 718-353-1504, cell 917-696-3680



# Executive & Board Reports Cont.

## Newsletter & Publicity Chair—Rae Ann Clark

Thanks to everyone who gave me feedback and suggestions on my first newsletter. I appreciate the input as I want to make this newsletter meet your expectations and needs. I also appreciate the photos I have received. They make the letter more enjoyable! Please make sure that you let me know the names of those in the pictures so I can include that information.

The next deadline for our Spring newsletter will be February 10th. Please include as many holiday activities and photos as possible.

Just a reminder, please make sure all submissions are sent to: [raeann.clark34@gmail.com](mailto:raeann.clark34@gmail.com)

I will also be updating the brochures that were done a few years ago, placing another order and sending them out to all associations.

## Ways & Means Chair—Linda Potwora

## By-Laws & Standing Rules Chair—Denese Thompson

As By-Laws & Standing Rules Chair, I am available to answer any questions that any of you may have about your association's Constitution, By-Laws and Standing Rules. As a member of your local association, you should have a copy of these important documents so you are well informed about your association's mission and procedures.

Every association's By-Laws and Standing Rules should include a list of all the committees, their functions and the chair's duties. This is information you will need to know when you are considering chairing a particular committee.

The FNYIP's By-Laws and Standing Rules have these same or similar listing of all of the committees. You are encouraged to consider joining the FNYIP Board and chairing one of these committees. There is something for everyone, from the simple to the more complex committees.



# Executive & Board Reports Cont.

Historian & Quarter Century Chair—Effie Tsoukalas

State Convention Chair & Corporate Liaison—Jennifer Hawes

Assistant State Convention Chair—Cathy Tornatore

Convention Secretary—Kathy Cournoyer

The 2017 74<sup>th</sup> FNYIP Convention will be held at the Desmond Hotel & Convention Center in Albany, N.Y., April 20 - 23, 2017. The hosts for this year's convention will be the Insurance Professionals of Albany and the Insurance Women of Fulton County.

Great News ..... there is **no** increase in the Registration costs for this year - \$225.00, if you register before 3/25/2017. The registration form has been forwarded to the Computer Coordinator and will be on the FNYIP website very shortly.

The Tradeshow and Sponsorship forms will also be on the website. Please take a moment to review them and send them out to your contacts. Looking forward to seeing everyone at the 'JOIN US FOR "A CAPITAL SPRING"'.

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

Each year at the Federation of New York Insurance Professionals, Inc. convention, we honor the 'best of the best'. Our associations are packed with exemplary members. Leaders who lend their voice and expertise to strengthen their local association now, as well as mentoring newer members to keep the group strong and vibrant into the future. These 'best of the best' members are INVOLVED! They are involved in their local association, local government and other civil pursuits, charity endeavors and other professional associations.

Here is your chance to recognize one of your own for the contributions they have made to FNYIP, your local association and the insurance industry as a whole. Philanthropy is integral to FNYIP membership. The Tina W. Bobek Insurance Professional of the Year Honor takes into consideration professional and charitable achievements.

**Deadline for submissions: December 1, 2016**





Region II Director Laurie Schroder's Photo Album





IWFC June 2016 meeting—Retirees Eliane Giaquinto, Naydia Moore, Judy Feldman, Jan Ryder, Dorine Dimond



2016 Convention FIPC Designees





NYS Senator George Latimer speaking at a recent WIP meeting



IPA September speaker April Hannah, Erin Dugan



IPA Board presenting donation check to Fazana Saleem-Ismail





IPA June 2016 Board Installation



IPA June 2016 dinner meeting with Ashley Bouck





**PIA Hudson Valley Rap program held Oct. 20, 2016 at the Double Tree in Tarrytoen, President Maria Cruz, Fran Scott, 2016 Rap Chair, Carolyn Larkin, Colleen Guyt and Adria Gross all attended from IPOC.**



**IPOC s Breast Cancer Fundraiser photo**

# Local Associations

## Region I

IPALI, QCIP, WIP, IPOC

### **Westchester Insurance Professionals (WIP)**

The Westchester Insurance Professionals (WIP) have had an active year. We started the year off with a meeting that included a visit and presentation by NYS Senator George Latimer, who provided some insight to the attendees about the current state of dysfunction at the State Capitol in Albany, the effect that the several legislative scandals over the course of the last year has had on the State Legislator's agenda and both a recount of the various recent bills that have been passed along with a review of some of the important legislative matters still on the legislative calendar to be acted upon. Many in attendance commented positively on the sincerity and frankness that Senator Latimer imparted with his presentation.

We followed that meeting with another in which we were pleased to have morning radio personality Bob Marrone from New Rochelle radio station WVOX, providing his views on the effect that the media has on the electoral process, how the way that the media presents information can swing opinions of the electorate one way or the other.

At our September meeting we enjoyed a presentation by Joe Soricelli. With the baby boomer generation (those born between 1946 and 1964), one of the largest segments of society today, now in full swing in their retirements, Joe provided a financial blueprint on ways that one should properly plan for their retirement.

Our October meeting, held at the Olde Stone Mill Restaurant in Tuckahoe NY will be a combination networking event combined with a presentation by Richard Duffy, Directions of Communications, Marketing and Training for Travelers Investigative Services, who will discuss Past, Current and Future trends of Insurance Fraud.

Looking forward to the rest of the year, WIP will hold its annual Charity Auction Night on November 9th, at Tre Angelina Restaurant located in White Plains, NY, followed in December with our annual Holiday Get=Together, which will take place on December 7th.

Anyone interested in joining us for our upcoming November or December meetings are enthusiastically invited!; please contact Marianne Calise at 914-712-4516 (mac@efk.com) or Effie Tsoukalas at 212-363-2950 (effie0121@aol.com) to make your reservations!

Sincerely, Cooper Colwell

President—WIP



# Local Associations

## Region I

### **Insurance Professionals of Orange County (IPOC)**

Hello Friends of FNYIP around the state.

IPOC has had a very busy start to the new year.

We had our Summer Board meeting and had lots of good ideas for this coming year.

My office was invited to attend a day at the races in Saratoga, Carolyn Larkin won the Hat Contest. Bob Carlucci won the Bow Tie Contest.

September we started with our fundraiser for Breast Cancer Awareness. We also walked at the Woodbury Premium Outlets on October 16, 2016. All together we raised over \$500 and made a donation to Making Strides for Breast Cancer in honor of our IPOC member, Liz Sukosky.

On October 5, 2016 IPOC and the Independent Agents held a golf outing at Mansion Ridge Golf in Monroe, NY. Jennifer Dellilo did a great job on behalf of IPOC.

Fran Scott attended the FNYIP Board Meeting in Edmeston, NY. Thank you to NYCM for sharing your facility with FNYIP.

Region I will be involved in hosting the 75th Diamond Jubilee Convention. More information to follow.

We will be having our annual Holiday Auction on November 10, 2016 at Delancey's Restaurant, located at 40 Park Place in Goshen NY 10924. All are invited. Call Fran Scott 845-2914-1450 or Liz or Cheyenne Sukosky at 843-343-2138 if interested in attending.

On December 1, 2016 we will be having our annual charitable giving dinner. We will be distributing donations to our local organizations that we feel are in need. In the spirit of the holidays we are grateful for being able to help our local charities.

January 2017 we will be having our continuing education class.

IPOC wishes a Happy Holiday Season to All!

Sincerely,

Fran Scott and the IPOC Members

# Local Associations

Region II  
IPA, IWFC

## **Insurance Professionals of Albany (IPA)**

Greetings everyone.

Our May 2016 meeting was filled with conversation for planning the 2017 Convention we will be co-hosting along with the Insurance Women of Fulton County.

In June, we had our installation ceremony welcoming the new members of our board. We welcomed Ashley Jeffrey Bouck as our guest speaker. Ashley is the Executive Director of Girls, Inc. Ashley shared the wonderful things Girls, Inc. does to empower and inspire young ladies to be strong, smart and bold. Through programs including education, health and nutrition, media and career exploration, their organization encourages your ladies to aspire to greatness.

Over the summer, a few members joined together to attend a trivia night and have fun while socializing outside of the normal business meetings. We are planning to keep this a team building event in years to come.

At our September meeting, we welcomed April Hannah who is the owner of Hannah's Healing, specializing in holistic healing and wellness. April taught us a few basic relaxation techniques to help work through daily stress.

We also welcomed back a speaker from a prior meeting, Fazana Saleem-Ismail. Fazana has created a non-profit organization to provide birthday parties, gifts and birthday love for homeless children in the Capital Region. We were happy to present her with a \$2,500 donation to help her continue this incredible experience for more children.

We are currently planning a fun membership drive to be held in November. Stay tuned for the results!

## **Insurance Women of Fulton County (IWFC)**

The Insurance Women of Fulton County recently held their installation of officers meeting. Toni Hallenbeck installed Laurie Schroeder, President, Louise Mead, Vice President, Roxene Snell, Secretary, Terry Dufel, Treasurer, Brenda Christman, Nida Chiariello, Trudi Cromling, Board members for the 2016-2018 term. April Johnson from the Shults Agency was installed and welcomed as a new member.

Recently, the Insurance Women of Fulton County volunteered at the Healthy Kids' Day at the Fulton County YMCA, and the placement of flags on veterans' graves at Ferndale Cemetery.

We always invite retirees to our June meeting. This year, 5 retired members joined us for a wonderful evening of fun and reminiscing with old friends. Recent retiree Elaine Giaquinto was joined by Naydia Moore, Judy Feldman, Jan Ryder and Dorine Dimond.

# Local Associations

## Region III

NCIP, SIP, IPMV, IPCV

### **Syracuse Insurance Professionals (SIP)**

It's been a very busy summer/fall season for us but Syracuse I Day is now in the books and we can start planning for the holidays. As usual the Syracuse Insurance Professionals did a great job with registration and all the other duties that tend to fall to organized fabulous take charge women!! We saw some friends like Effie, Holly & Joann during the day and had a great day.

We enjoyed ourselves at the Region III joint dinner at Vernon Downs where we listened to great stories of the wonderful mission work going on in Alaska to help the under privileged native youth. We missed President Dolly who was in Buffalo helping them celebrate their huge anniversary—congratulations ladies.

We welcomed a very special "new member" in August—Miss Sophia Joanne Swanson—she is the cutest. Plans are underway for our November meeting where we will have a small holiday celebration and organize our gifts for the three senior citizens we are adopting for Christmas. On December 15<sup>th</sup> we will be meeting at the Spaghetti Warehouse for our annual dinner theatre fun. Anyone who wants to join us can let us know & we'll send you the details. It is a fun night of mystery and a great Italian meal.

Once everyone enjoys the holidays we will set our sights on seeing you all in Albany—I can't wait.



### Region III

#### **North Country Insurance Professionals (NCIP)**

North Country Insurance Professionals are getting ready to wind down for the winter months. We do, however, have a few activities coming up.

In October, we held a defensive driver class open to the general public as a community service. We thank Mary Paul for coming to teach the class. We had 20 students complete the class and we provided a hot lunch to all the participants.

By the time you get this newsletter, we will have taken the 7<sup>th</sup> annual St. Lawrence County Polar Plunge to help raise money for Special Olympics. In addition to getting a team to plunge and raising money, NCIP makes and prepares a free lunch to all who participate, spectate or volunteer in any way. There really is such a thing as a free lunch. Past Presidents Karen Moss, Rae Ann Clark and Kathy Cournoyer as well as FNYIP President Dolly Benjamin will join us at the plunge. (Some will remain in the chicken coop) Rumor has it that Region III Director Holly Stachnik will also join us for the plunge.

November 19<sup>th</sup> we will once again participate with a float in the "Light Up the Night Parade" welcoming Santa and Mrs. Claus to town. We will pass out candy and "reindeer food" along the parade route.

Our November meeting is our annual "Thanksgiving Dinner" complete with the turkey and all the trimmings. It is hosted by our member Robin Miller to show our appreciation to all our members for their hard work over the past year. FNYIP President Dolly Benjamin and Kathy Cournoyer will join us for this meeting.

We are winding down our annual Christmas Wreath and Kissing Ball sale which is one of our major fundraisers.

We have adopted a family from the local battered women's shelter and will provide a memorable Christmas for them, providing gifts for the whole family. In addition to this charity, we also continue to support "PJ's for Xmas", a non profit organization that ensures all needy children in our tri county area wake up Christmas morning with new pajamas.

We will start off 2017 with a bus trip to Syracuse on March 18, 2017 to see the Broadway musical "Wicked". We will enjoy lunch at the Spaghetti Warehouse and then off to the theater to see this wonderful production. Our bus is full already!

NCIP wishes everyone a very Merry Christmas and Happy Healthy New Year! Remember convention in Albany April 2017. Be there or be square!

#### **Insurance Professionals of Mohawk Valley (IPMV)**

IPMV has been busy. We attended the Joint Region III meeting at Vernon Downs. Thanks to IPCV for hosting.

We will be doing gift wrapping in December at the Utica Rescue Mission as well as doing the Hospice Tree at Sangertown Mall. In March we will be having a Joint Meeting with CPCU regarding Ethics to name a few.



# Local Associations

Region IV  
CIP, IWOB

## **Insurance Women of Buffalo (IWOB)**

Greetings to all of our FNYIP members and friends-

We've had a very busy start to our year so far. In September we did something different, in lieu of having a speaker, we did a general meeting session. Our members were able to visit with each other and I spoke about what the benefits of belonging to IWOB and Federation are. I talked about the FNYIP annual convention and how rewarding it is and talked about the Scholarship opportunities. Since May we were able to introduce 5 new members.

In October it was IWOB's 74th birthday and Membership Drive. We celebrated with cupcakes and Dolly Benjamin, FNYIP President and Kathy Cournoyer, FNYP Past President as our guests and Dolly spoke about the benefits of FNYIP and the Annual Convention. We had 9 guests in attendance and hope to have them joining our association. On October 15th, several walked in the Breast Cancer Walk. In November, we're planning on having guests from Paradise Opportunities join us for dinner and they were asking for donations of gently used or new blankets and pillows for the individuals that come to their shelter. The shelter is about people turning their lives around and becoming a better person. In December we'll have a little fun by having a Charity Auction to help our local charities with a visit from Santa and some fun with a "Selfie Booth".

In October, I attended with Region IV Director Robin Grzechowiak, Crossroad's Charity Auction and dinner. It was a beautiful evening and we had a lot of fun, I even won a couple of the bids and brought home a couple of nice gifts.

Please feel free to check out our website for our upcoming events: [insurancewomenbuffalo.com](http://insurancewomenbuffalo.com). If you want to receive our bulletin, please let me know and we'll add you to our email list.

We would like to wish everyone a Happy, Healthy and Safe Holiday Season and look forward to seeing everyone in the months to come.

In Fellowship,

Connie Smith, ACSR, CPIW, FIPC  
IWOB President

# Fall in Upstate New York



Mandy ready for Trick-or-Treaters





# Member News & Messages

## Past President's Corner

I was the 2nd President and a charter member. I went on Maryann Stremick's Federation board as Organization and Membership (now Region III Director) for 2 years. During that time I helped start Chenango Valley Insurance Women and Fingerlakes Insurance Women. Treasurer came next, followed by Vice President and President in 1983. During my term we became associated with Special Olympics through PIA. We continue this association today and have donated more than \$150,000 to them in support of the athletes. I remained active in Federation and Southern Tier until we disbanded in 2005. I was in the insurance industry since 1969 until I retired and moved to Dundee NY in 2010. It's beautiful country and of course wine country. Still in touch with many FNYIP members, some of which get together almost monthly for lunch or dinner, for birthdays or just because. We are up to 13 some months, from Binghamton, Endicott, Vestal, Owego, Horseheads, Elmira, Whitney Point, Watkins Glen and Dundee. I would also like to give Karen Moss a big thank you for trying to keep all the past presidents aware of what's going on. Don't give up Karen!

Pat Boardman

Please keep Mishell Magnusson in your thoughts and prayers as she deals with the recent loss of her father. If you would like to send a card or note of support, the address is Mishell Magnusson, 5869 Bishop Road, Munnsville NY 13409-2221.

**SAD NEWS-ELEANOR FOOTE**-Eleanor Foote, passed away on August 31, 2016..Eleanor Foot along with Jean Baker helped start the InsuranceWomen of the Southern Tier in 1976, and installed South Tier's first officers. She was president of Federation in 1975. She also received the Insurance Professional of the year award in 1979.

<http://www.legacy.com/obituaries/theithacajournal/obituary.aspx?page=lifestory&pid=181255559>

Congratulations to SIP member, Crystal, on the birth of her beautiful little girl!

