

**IMPORTANT
DATES:**

- **Board Meeting**
12/05/2019
- **Dinner Meeting**
12/10/2019

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Presidents Message - Kim Patterson, CPCU, AAI, AINS, ACSR

Happy Holidays!

I know everyone is busy, but I hope you can make it to our December meeting. It will be the normal day, time and place. We are going to have a wine & chocolate exchange. If you want to participate, just bring your wrapped wine and chocolate to the meeting. Limit \$15-\$20.

The board meeting is Thursday, December 5, 2019 at 5:30 at Lawley. Everyone is welcome to attend.

We still have FNYIP daily number tickets for sale. They are \$10 each and are for January, February and March 2020. Please see me or Amy Timmerman for tickets. If you want some to sell, email or call me and I will get them to you. This is Federation's main fundraiser so please consider participating. They make great stocking stuffers!

Hope to see you at the December meeting!

Sincerely,

Kim Patterson, CPCU, AAI, ACSR, AINS

President – IWOB 2019 - 2020



House Committee - Amy Timmerman

Our next dinner meeting will be held at Curly's Grille, 647 Ridge Rd, Lackawanna NY 14218

When: December 10th, 2019 at 5pm. Networking and cash bar will take place from 5:00 to 5:45 p.m.; **dinner will be served at 5:45 pm**

Cost: See below!!! (Permanent Dinner List will get the Regular Dinner unless you advise you request the steak)

Menu:

- ◆ **Special dinner option: Filet Mignon, brandy peppercorn sauce w/Au Gratin Potatoes Cost: \$ 50.00**
- ◆ **Regular dinner: Chicken Ochie - Peanut crusted chicken w/Au Gratin Potatoes Cost: \$ 30 .00**
- ◆ **Alternative dinner # 2: Pasta Primavera Cost: \$ 30.00**
- ◆ **Dessert: Peanut Butter Pie!!!**
- ◆ All dinners are served with Salad / Rolls & Butter / Coffee / Tea
- ◆ Please let me know of any dietary restrictions

1. **Reservations must be made by 10:00 a.m. on the Friday before the dinner meeting.** Email your reservation to me at atimmerman@lawleyinsurance.com or call me at (716) 673-6243

2. **When making a reservation, if you want the alternate dinner option, please advise at that time**

3. **Also advise the name of your employer, if you will be bringing a guest and their dinner choice**

Permanent Dinner List: (from last year) *Email me if you want to be removed or added*****

Amy Timmerman	Kim Patterson	Robin Grzechowiak
Connie Smith	Michelle DiMartile	Sandy Patterson
Jo Ann Decker	Natalie Golubski	Wendy Clemens

FYI: Standing Rule #8A & #8B apply:

8A): Any member who name appears on the permanent dinner list must advise the House committee of cancellation by 10:00 a.m. on the Friday preceding the regular Tuesday meeting.

8B): Anyone with a reservation for dinner who does not cancel by 10:00 a.m. on the Friday preceding the regular Tuesday meeting must reimburse the Association for the cost of their meal.

Please note: I will respond to your email to confirm receipt of your reservation. If I do not respond within 2 days, please give me a call.

Nametags will be provided at the registration table. Please wear them during the meeting and return them to the table when you leave.

Amy Timmerman, ACSR, FIPC
House Chair
atimmerman@lawleyinsurance.com
(716) 673-6243 or cell (716) 573-6801

Public Relations - Lori Kozuch & Pam Eberhart

Happy Christmas Season everyone!

We would like to take care of a family this holiday season and asked if anyone had a family in mind that we can help. If not, we will pick one and will distribute what we are looking for via an email to the group.

It was commented that the PR Committee should pick the family but we just wanted to keep it close and assist a family in need who one of our members might know through their family, friends or place of worship.

Please email me (Lori Kozuch at lkozuch@niagaranational.com) or Pamela Eberhard (pam@svmwny.com) if you have a family in mind by 11/29/19. Otherwise, we will send something out to the group December 2nd about what we would like to collect at our meeting on December 10th.

Thank you for the collection of warm clothing and essentials for Buffalo Outreach at last month's meeting – it not only warms our unfortunate neighbors in Buffalo but our hearts as well.



Safety - Jeanne Kubicki and Katie Bratek

Have a wonderful and safe Holiday Season!

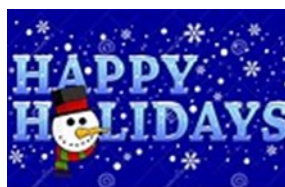
Stay safe on the roads over the holidays and every day !

- ◆ Prepare your car for winter and keep an emergency preparedness kit with you
- ◆ Leave early, planning ahead for heavy traffic
- ◆ Make sure every person in the vehicle is properly buckled up no matter how long or short the distance traveled
- ◆ Put that cell phone away; many distractions occur while driving, but cell phones are the main culprit
- ◆ Practice defensive driving
- ◆ Designate a sober driver to ensure guests make it home safely after a holiday party; alcohol or over-the-counter, prescription and illegal drugs can cause impairment
- ◆ Decorating is one of the best ways to get in a holiday mood, but emergency rooms see thousands of injuries involving holiday decorating every season.
- ◆ Keep potentially poisonous plants – mistletoe, holly berries, Jerusalem cherry and amaryllis – away from children and pets
- ◆ If using an artificial tree, check that it is labeled “fire resistant”
- ◆ If using a live tree, cut off about 2 inches of the trunk to expose fresh wood for better water absorption, remember to water it and remove it from your home when it is dry
- ◆ Only use indoor lights indoors and outdoor lights outdoors
- ◆ Replace light sets that have broken or cracked sockets, frayed or bare wires, or loose connections
- ◆ Turn off all lights and decorations when you go to bed or leave the house

Holiday Food Safety:

- ✦ Wash your hands frequently when handling food
- ✦ Keep raw meat away from fresh produce
- ✦ Use separate cutting boards, plate and utensils for uncooked and cooked meats to avoid cross-contamination
- ✦ Use a food thermometer to make sure meat is cooked to a safe temperature

Refrigerate hot or cold leftover food within two hours of being served



Employment - Kim Thome

We have a few employment opportunities this month:

Walsh Duffield Companies:

Service Account Representative - Buffalo, NY

Efficiently provides all insurance needs to Walsh Duffield Companies, Inc. Personal Insurance Division clients with a high level of customer service. Responsible for inbound telephone inquiries. Will answer questions from customers regarding billing and service issues while maintaining acceptable Call Center standards. Provide customer education and troubleshooting for efficient, professional, and courteous resolution focusing on customer satisfaction and retention. Meets sales, service, and quality standards adopted by the agency.

HOW TO APPLY:

Qualified candidates please apply on our website <https://walshduffield.com/careers/>

Evans Agency:

Account Executive; Business Insurance:

This sales-oriented position will work hard to secure new clients, retain current commercial insurance business, and will work to enhance the growth and profitability of the agency by being a trusted insurance representative of The Evans Agency within the community. Important aspects of this job comprise of managing the selling process which includes continuously prospecting for leads, identifying client issues, and providing customized risk management solutions to businesses. This will require a proactive sales approach and you must possess the insurance knowledge to determine insurance needs, inspect and evaluate current insurance policies, and review risk management plans. The individual will also identify cross-selling opportunities for products and services for both the agency and the bank.

Account Executive; Personal Insurance:

This sales-oriented position will work hard to secure new clients, using a consultative approach, and will work to enhance the growth and profitability of the agency by being a trusted insurance representative of The Evans Agency within the community. Important aspects of this job comprise of managing the selling process which includes continuously prospecting for leads, identifying client issues, and providing customized risk management solutions. This will require a proactive sales approach and you must possess the insurance knowledge to determine insurance needs, inspect and evaluate current insurance policies, and review risk management plans. The individual will also identify cross-selling opportunities for products and services for both the agency and the bank.

HOW TO APPLY - Contact: Nicole Danser, Talent Specialist

Evans Bank

One Grimsby Drive, Hamburg, NY 14075

716.926.2040 x3954 | 716.926.2005

ndanser@evansbank.com | evansbank.com

Employment - Kim Thome

RT Buffalo

RT Specialty, a division of Ryan Specialty Group is looking for the following positions for their Buffalo, NY office:

Personal Lines Underwriter - Buffalo, NY

Field Marketing Representative - Buffalo, NY

Commercial Lines Underwriter - Buffalo, NY

Field Marketing Representative - Stetson - Buffalo, NY

To view the more of the job descriptions and to apply please go to: <https://rtspecialty.com/careers/>

Lawley

Applications Analyst (EPIC) in Buffalo - Lawley is seeking an Applications/IT Analyst (for Applied Systems / EPIC) in their Buffalo, NY office. This person will apply their P&C insurance knowledge and technical expertise to support Applied Systems / EPIC throughout our footprint.

Accounts Payable Specialist in Buffalo – This position will focus, in part, on processing vendor payments in a timely and accurate manner, preparing monthly reports, and serving as a backup for daily deposit of direct bill business and monthly employee expense reimbursements.

Alicia D. Thompson, PHR | *Talent & Human Resources Specialist*

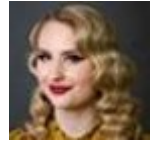
The People Strategy Team

Lawley | INSURANCE | EMPLOYEE BENEFITS

p 716.849.8608 | f 716.849.8291

athompson@lawleyinsurance.com

Automation - Natalie Golubski



Hello ladies!

The updated website is now available to see! www.insurancewomenbuffalo.com is the link still. If you would like to add more pictures or additional items please let me know. Also, is mobile friendly! The link is up for the December PayPal too!
Yours in fellowship,
Natalie

Past Presidents - Sandy Patterson

The Past Presidents meeting this past week went well. Many ideas to fine tune and discuss. Hoping everyone has a great Thanksgiving.

In fellowship,
Sandy Patterson, CISR, CPIW

Bulletin - Michelle DiMartile, API, CPIW, FIPC



Articles for the December Bulletin will be due by Wednesday, December 18th.
Happy Thanksgiving and Merry Christmas!!!!

Yours in fellowship,

Education - Deanna Filipski

Each year the Insurance Women of Buffalo provide 2 college scholarships. This year the scholarship amounts have been increased to \$2,500.00 and \$2,000.00.

Candidates must be a senior in high school or a freshman in college and the candidate must have a relative employed in the insurance industry or be a relative of a member of IWOB, submit a resume, two letters of recommendation, proof of an application to a two or four year college, and a typed essay of 500 words or less.

The scholarship information form and application is included in this bulletin and they are available to download on our website www.insurancewomenbuffalo.com

I ask all members to help IWOB Education Committee in advertising the availability of this scholarship.

If you have any questions please contact me.

Yours in fellowship.

Deanna Filipski

flipperv@roadrunner.com



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INSURANCE WOMEN OF BUFFALO, INC. 2020 SCHOLARSHIP AWARD

We are proud to announce that once again we are offering two scholarships to High School Seniors or College Freshman who are actively seeking the pursuit of Continuing Education via a two or four year program. We offer a \$2500 Scholarship as well as a \$2,000 Scholarship.

CRITERIA:

1. Each candidate must have a RELATIVE employed in the industry or be a RELATIVE of a member of the Insurance Women of Buffalo, Inc.
2. Each candidate is required to submit a RESUME
3. Each candidate must submit TWO LETTERS OF RECOMMENDATION (Teacher, Guidance Counselor, Coach, Employer)
4. Each candidate must provide PROOF OF APPLICATION to a two or four year college.
5. A typed ESSAY of 500 words or less is required of each candidate

ESSAY TOPIC: Have you ever struggled mightily for something and succeeded? What made you successful? or, Have you ever struggled mightily for something and failed? How did you respond?

DEADLINE: ALL APPLICATIONS MUST BE RECEIVED BY FEBRUARY 19, 2020.

Winners will be notified by phone by March 3, 2020.

Presentation of the scholarship awards will be done at the Insurance Women of Buffalo Award Dinner Meeting be held on March 10, 2020.

IWOB will pay for the dinners of the winners and one parent each, to attend the presentation. We will ask the winning candidates to read their submitted essays at the dinner. If the winning candidates wish to have others attend, the cost of the additional dinners will be at their own expense.

All entries are to be submitted to: Deanna Filipski CPCU CPIW FIPC
Personal & Confidential – IWOB Scholarship
27 Old Mill Circle
Elma, New York 14059

Complete entries may be mailed (NO E-MAIL SUBMISSIONS) to the above address. Any questions may be directed to Deanna at 716-652-0869.

Thank you for your participation.

Sincerely,

Education Committee
INSURANCE WOMEN OF BUFFALO, INC.

**INSURANCE WOMEN OF BUFFALO, INC.
2020 SCHOLARSHIP AWARD**

CANDIDATE INFORMATION

NAME: _____

ADDRESS: _____

PHONE: _____

HIGH SCHOOL: _____

NAME OF RELATIVE IN THE INDUSTRY or IWOB Member:

RELATIVE'S EMPLOYER: _____

RELATIONSHIP TO CANDIDATE: _____

PLEASE INCLUDE THE FOLLOWING WITH THIS APPLICATION:

- 1) YOUR RESUME
- 2) TWO LETTERS OF RECOMMENDATION
- 3) EVIDENCE OF THE APPLICATION TO A COLLEGE
- 4) ESSAY – 500 WORDS OR LESS

ESSAY TOPIC: Have you ever struggled mightily for something and succeeded? What made you successful? or, Have you ever struggled mightily for something and failed? How did you respond?

Return Application by February 19, 2020:

**Deanna Filipski CPCU CPIW FIPC
Personal & Confidential – IWOB Scholarship
27 Old Mill Circle
Elma, New York 14059
716 -652-0869**

**FEDERATION OF NEW YORK INSURANCE
PROFESSIONALS, INC.
2020 ANNUAL CONVENTION**

April 30, 2020 to May 2, 2020

All room reservations must be made directly with the hotel.

Room rate \$119.00/night **Deadline: April 2, 2020**



**GENESEE GRANDE
HOTEL**

1060 E. Genesee St., Syracuse, NY 13210

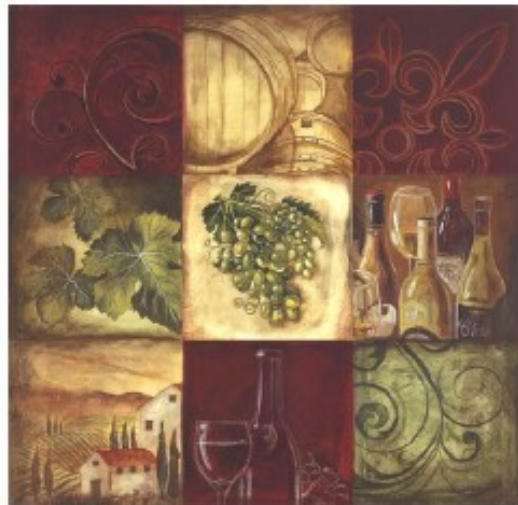
Phone: 315-476-4212 OR 1-800-365-4663 (HOME)

hospitality@geneseegrande.com

Smack in the middle of all the action, the Genesee Grande hotel is located in the heart of Syracuse's historic University Hill neighborhood. We are mere blocks away from most major businesses, medical centers, and of course, Syracuse University. The hotel is steps from the university; the Carrier Dome; and minutes away from Armory, Hanover, and Clinton Squares; the OnCenter; local theaters, museums, and concert venues; and the Destiny USA Center.

We provide complimentary shuttle service to and from Syracuse Hancock International Airport. (7:00am-10:45pm based upon availability)

COME ENJOY AN ITALIAN AFFAIR....
FNYIP'S 77TH ANNUAL CONVENTION
APRIL 30, 2020 THROUGH MAY 3, 2020
GENESEE GRANDE HOTEL AND SUITES
1060 E. GENESEE STREET,
SYRACUSE, NY 13210



HOSTED BY
SYRACUSE INSURANCE PROFESSIONALS
AND
NORTH COUNTRY INSURANCE PROFESSIONALS