

**IMPORTANT
DATES:**

- **Board Meeting**
01/09/2020
- **Dinner Meeting**
01/14/2020

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

Happy New Year!! I hope everyone had a great Christmas.

Thank you to Lori Kozuch and Pam Eberhart for finding a family we could help out this year. As always, all of you were very generous.

The second part of the year will be busy. We will begin planning our annual fundraiser soon. It is May 16, 2020, so mark your calendars. March will be the dinner meeting with the scholarship winners and the safety award. Be sure to spread the word about the scholarship. Applications are due 2/19/20. There is also the FNYIP convention in Syracuse from 4/30/20 to 5/2/20. It is a lot of fun, and not too far away.

The January board meeting is 1/9/20 at 5:30 PM at Lawley. Everyone is welcome to attend.

I hope to see you at the January dinner 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: January 14, 2020 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: \$30

Menu:

- ◆ **Regular Dinner: Roast Pork Loin with Maderia sauce & whipped potatoes**
- ◆ **Alternative Dinner: Salmon with Dill Hollandaise Sauce**
- ◆ **Dessert: Lemon Roulade Cake with Strawberry Sauce**
- ◆ 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	

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

Safety - Jeanne Kubicki and Katie Bratek

As we cruise into the New Year, we often focus on our physical health, but in this perilous driving in the thick of winter please remember to focus on the health of your vehicle. A winter driving check list can help keep yourself and your passenger's safe this holiday season.

- ◆ Brake system-check brakes for proper operation
- ◆ Pulling to one side, a taut pedal or an unusual squealing or grinding could indicate the need for brake repair
- ◆ Good tire tread allows water to escape from under the tires preventing loss of traction
- ◆ Consider changing to winter tires
- ◆ Make sure tires are properly inflated to the pressure shown in the owner's manual or on the door frame
- ◆ Windshield wipers and washer fluid- are wipers functioning properly?
- ◆ Blades that streak should be replaced
- ◆ Fill the washer reservoir bottle with washer solvent

Remember that your safety and that of your loved ones can depend on these few simple steps. Safety first, never last, you want a future not a past!

In fellowship,

Katie Bratek and Jeanne Kubicki



Employment - Kim Thome

Hi Everyone! I Hope you all have have/ had a fantastic holiday! I am a little sad that we had a green Christmas- I love my snow. LOL We have a few opportunities for the new year! See you all in 2020!

Evans Agency:

Customer Development Specialist:

Will be a valued member of Evans Personal Insurance Retention Team. The Personal Insurance Customer Development Specialist will provide a high-level service experience to our current Personal Insurance customers by proactively managing the annual renewal process of their current insurance policies. This will include reviewing current coverage and recommending additional enhancements as appropriate as well as updating customer information as necessary into internal CRM application to appropriately assist the client account. You will be required to assist customers with the rollover of existing insurance accounts and completing re-markets in order to be pro-active to retain and grow business.

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.

Account Executive; Commercial 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

Analytics Specialist Buffalo office - This person will apply their P&C insurance knowledge and technical expertise to support Applied Systems / EPIC throughout our footprint.

Personal Insurance Assistant Account Manager for Amherst - This position will focus on producing summaries, policy changes, proposals, and coverage reviews.

Commercial Insurance Assistant Account Manager for Captive - Buffalo. This position focuses on producing summaries, policy changes, premium and loss summaries, and completing coverage reviews. This position is heavy on excel use and the ideal candidate is comfortable in excel in the areas of data input, simple formulas, and graphs.

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

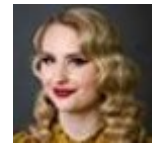
The People Strategy Team

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 Golubski

Past Presidents - Sandy Patterson

The Past Presidents wish all our members a Happy New Year!!! Looking forward to a new year with everyone!

In fellowship,
Sandy Patterson, CISR, CPIW

Bulletin - Michelle DiMartile, API, CPIW, FIPC



Articles for the February Bulletin will be due by January 20th..
Happy New Year!!!!

Yours in fellowship,
Michelle DiMartile, Bulletin Chair

Education - Deanna Filipski

Thanks to the generosity and support of the Walsh Duffield Company, we are offering the Barbara Kane Scholarship again this year. The criteria for this \$150.00 scholarship is:

- ◆ Member of Insurance Women of Buffalo Inc.
- ◆ Funds will be used for an educational program.
- ◆ Provide a receipt for completion of the educational program.

We will hold a drawing at our February Business meeting. If you are interested in submitting your name for this scholarship, please email me or see me at the January or February meeting.

The Barbara Kane scholarship winner will be announced at our March meeting.

Please continue to get the word out about our college scholarships. The applications are on our web site, Insurancewomenbuffalo.com. The completed applications must be submitted by February 19, 2020 and the scholarship will be awarded to the winners at our March 10, 2020 business meeting.

Yours in fellowship.

Deanna Filipski
Education Chair
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**

Annual Fundraiser - Connie Smith ACSR, CPIW, FIPC

I can't believe it's the year 2020!! It seemed so far away as a child who could think that far ahead with numbers. I hope everyone had a wonderful Christmas and a fun New Years.

Please mark your calendars for our Annual Fundraiser on Sunday, May 17th @ Kotecki's. I will plan on having a meeting towards the end of January. Please put your thinking caps on and come up with a theme name. This event runs smoothly and I'd like to get the invites out to the sponsors, etc.

We don't have a convention we're hosting this year so hopefully it will be easier for us to work on.

Please note my new contact information: csmith@hoffmanhanafin.com and my phone number is 768-6737.

Wishing all of you a Wonderful, 2020!

In Fellowship,

Connie Smith ACSR, CPIW, FIPC



**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

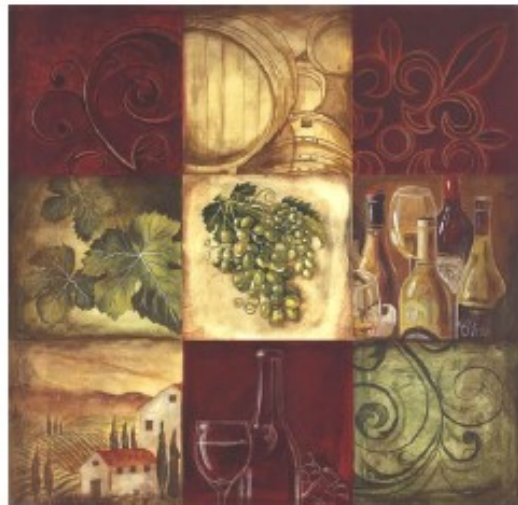
Phone: 315-476-4212 OR 1-800-365-4663 (HOME)

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

Picture Page - Christmas Party - December 2019



Picture Page - Christmas Party - December 2019

