

Subject: [Mailing List] - yipnpw CTYIP Connection | October 30, 2009

From: Log Mailing list <log@pia.org>

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Fall 2009



Calendar

<?>November 19, 2009

**CTYIP Committee and Board of Directors Meetings
United Cleaning & Restoration
Middlefield, CT**

Please join CTYIP for their Committee and Board of Directors Meeting at United Cleaning & Restoration in Middlefield, CT. All members are welcome to attend and fully participate. Lunch will be served. Executive meeting will be held from 11:30 a.m. to 12:00 p.m. and the committee meetings will be held from 12:00 p.m. to 2:00 p.m. The board of directors meeting will be held from 2:00 p.m. to 3:00 p.m. Hope to see you there!

**December 10, 2009
CTYIP Holiday Social
Hook & Ladder
Hartford, CT**

Celebrate the holiday season with CTYIP! Enjoy cocktails and delicious food while experiencing versatile networking from across the state. The CTYIP Holiday Social will be on December 10 at Hook & Ladder in Hartford. Friends and colleagues are welcome to attend this festive celebration. To register or for more information please [click here](#) or contact Jackie Abukhalaf at jabukhalaf@pia.org or call (800) 424-4244.

**February 26-28, 2009
CTYIP Mid-Winter Outing
The Horizon Inn at Mount Snow
Wilmington, VT**

Join CTYIP's Mid-Winter Outing at The Horizon Inn at Mount Snow! This

fun-filled weekend is the perfect opportunity to get to know your industry peers from around the state while enjoying winter entertainment in Vermont! Don't miss this special, family-friendly event. Please visit the [CTYIP calendar page](#) for more information. Pricing for the event is forthcoming. **Sponsorships are available!** For questions, please call Jackie Abukhalaf at (800) 424-4244.



Round up

September 10, 2009

**“Presenting an Appealing Risk” educational seminar facilitated by Joe Bishop
SH Smith & Co.
Hartford, CT**

CTYIP thanks Joe Bishop and attendees of the “Presenting an Appealing Risk” seminar for making it a great success. Those present learned many important and essential ideas in writing an appealing risk for today's market. Visit the [CTYIP news and events page](#) for pictures and highlights of the event.

September 26, 2009

**CTYIP UConn Football Tailgate vs. Rhode Island
Rentschler Field
East Hartford, CT**

Game day was a hit at the CTYIP UConn Football Tailgate where the Huskies were victorious against the University of Rhode Island Rams. Members and friends enjoyed great weather and tailgate party fare while networking with industry peers from around the state.

October 15, 2009

**“Staying Optimistic During Challenging Times” Executive Panel Discussion &
CTYIP Annual Fall Member Reception
Crowne Plaza Cromwell
Cromwell, CT**

Members and colleagues enjoyed the highly informative seminar “Staying Optimistic During Challenging Times” Executive Panel on October 15th. Panelists discussed significant topics surrounding the insurance business in today's shifting economic climate. A very special thank you is extended to the panelists for volunteering their time for CTYIP: Ken Distel, Judy Jackson, Paul Chmura, Dan Labrie and Joe Bishop. We are also grateful to the event's moderator, David LaManna who also volunteered his time to support CTYIP. To see photos and highlights from the event, please [click here](#).

And following the 2009 CTYIP Annual Fall Member Reception was held at the Crowne Plaza Cromwell. Members, friends and colleagues enjoyed premier networking over cocktails and delectable hors d' oeuvres. To see photos and highlights from the event, please [click here](#).



Welcome new members!

Please join us in welcoming the following new members to the CTYIP family!

Brian Vaccaro
Karrah Standish

AA DiMatteo Insurance Service Center
SH Smith & Co.

To get in touch with your YIP peers from the tri-state region, please visit the [Online Member Directory](#)



Sponsor spotlight

Central Mutual Insurance

Since its beginning in 1876, Central Insurance Companies has evolved into a successful property and casualty group operating on a strong foundation of core values including integrity in the way they operate business, relationships they develop working as a team and sharing in successes, and excellence achieved by never compromising on quality, providing superior performance, and pursuing continual improvements. Their commitment to excellence is reflected in their combined assets totaling over \$1 billion and their [AM Best](#) rating of A+ Superior. Central provides insurance for automobiles, homes, and businesses to more than 321,000 policyholders in [19 states](#). They are represented by local independent agents and strive to conduct business in a friendly manner. Central works with independent agents to provide the best insurance coverage possible at a reasonable cost. **For more information about Central Mutual Insurance please [click here](#) or call (781) 890-1752.**

Housing Insurance Services

Housing Authority Insurance Group serves public housing authorities, 501(c)(3) nonprofits, affordable housing providers, low-income housing and multifamily apartment owners under the low income housing tax credit program with special, niche insurance programs. Specializing in quality insurance products and with a bid waiver from the U.S. Department of Housing and Urban Development, HAI Group can save you time and money for your PHA or nonprofit. Housing Authority Insurance Group is a public housing authority-owned organization dedicated to providing reliable insurance solutions and related services to the public and affordable housing community in a manner which exceeds expectations. HARRG is a member organization-owned by the housing authorities it insures. HAI Group is made up of eight different companies including: Housing Authority Risk Retention Group, Inc. (HARRG), which provides liability coverage; Housing Authority Property Insurance, A Mutual Company (HAPI), which provides property insurance; and Housing Telecommunications Inc. (HTI), which provides

distance learning through Internet technology. **For more information about HAI Group, please [click here](#) or email them at webmaster@housingcenter.com.**



News and announcements

CTYIP is on LinkedIn! Join LinkedIn and become part of the CTYIP group to discuss organization events, news, view event photos and more! Log onto www.linkedin.com to join and find us at Connecticut Young Insurance Professionals and contribute to the group!

PIA's Lunch And Learn Webinars: Train Your Agency Staff During Lunchtime. PIA's Lunch and Learn program now is more interactive than ever! Join PIA for our new, live WEBINAR discussions. Upcoming topics include: *Certificates of Insurance: An E&O Attorney's Take on Eliminating Your Agency's Number One Source Of Future E&O Claims; Real Time for Applied AMS/Vertafore Users; Top 10 Misunderstood Commercial Property Coverages and Issues; Priority of Coverage: Which Insurer Pays First on a Construction Site?; and Insurance Trends and Litigation "Hot Spots" in N.Y.* For more information on upcoming programs, click [here](#).

The CPIA Designation: Your Key To Success In A Challenging Market. The Certified Professional Insurance Agent designation stands for professionalism in an ever-changing industry. The CPIA program is beneficial for all insurance personnel, especially customer service representatives. Participants can register for one, two or all three programs and there isn't a final exam. Through this program, participants will learn how to work effectively with different personality types; will learn how to analyze customers' needs properly; and get tips for preventing errors and omissions. The CPIA program is offered exclusively by PIA in Connecticut, New Jersey and New York. For more information, click [here](#).

PIA Members Can Get Custom Reports On Survey Data. PIA member companies included in the 2009 *Company Performance Survey* can request custom reports, including: how their agents' responses track with overall responses; how they fare on agents' "top 10" most important items; and specific comments provided by their agents. *PIA member agents can get information on the companies they represent.* Reserve your report, contact resourcecenter@pia.org; be sure to identify your company or agency and how to contact you.

Let PIA Help You Keep Your Staff Informed. Do you have staff who should be getting notices such as the breaking news, legislative updates, information about education courses, the *PIACT Extra Edition*, etc.? Send us their e-mail addresses so you don't have to keep forwarding them the information. E-mail your agency name, your e-mail address and the e-mail addresses you would like included to publications@pia.org.

State Unemployment Insurance Benefit Increases. The maximum unemployment insurance benefit in Connecticut will increase from \$519 to \$537 per week. The new rate applies to claims filed for the benefit year starting on and after Oct. 4, 2009. Individuals who established a claim prior to the Oct. 4 date and who have collected unemployment insurance benefits will be unaffected by the increase. The weekly dependency allowance for each dependent, at \$15 with a maximum of \$75, remains unchanged. The revision of the maximum weekly unemployment benefit is based on average manufacturing wages for the year ending June 30, 2009. [More ...](#)

We would like to hear from you! If you have news you would like to share with your industry peers, write us at jabukhalaf@pia.org or kvoelker@pia.org.



Did you know?

PIA offers members new technology-related services

PIA understands the ever-growing importance of technology to members' business. We're constantly working to provide more tools and services you need to compete successfully.

We're proud to announce a new PIA Technology Hotline service, available through the PIA Industry Resource Center. Members now can use this hotline and have their technology-related inquiries answered by nationally-recognized experts.

The hotline gives you access to Steve Anderson, editor of the TAAR Report, and Donna Barr, AIT, of Donna Barr Consulting. Each of these two professionals brings members the advantage of more than 20 years' experience in the insurance agency technology field.

Through this service, members get up to 30 minutes' free consulting time. To access this member benefit, inquiries must be directed through PIA's Industry Resource Center. The new PIA Technology Hotline joins our two popular existing hotline services, now providing members access to attorneys specializing in human resource law and E&O defense, respectively.

Anderson and Barr will provide advice on questions relating to Real Time, download/upload, comparative rating, hardware, software, workflows taking full advantage of your system, using technology to sell more effectively, the new social media, agency Web sites, management and productivity data set-up and analysis, and much more.

To ask any hotline question, simply contact PIA's Industry Resource Center by phone: (800) 424-4244, fax (888) 225-6935 or e-mail resourcecenter@pia.org.

Technology Info Central

PIA's Technology Info Central, a special section of our Web site, keeps you on the cutting edge of the latest technology news with a daily news feed, results of PIA's Technology Surveys, vendor contacts, Real Time information, and technology-related resource materials.

The site also provides consumer-oriented materials you can use as content for your Web site. We recently added Steve Anderson's new weekly Tech Tip. Each week, you get the advantage of Steve's wide-ranging exposure to the latest tools offering a wealth of ideas to make doing business easier. You can sign up for his weekly tips and view archived articles. To access PIA's Technology Info Central, logon to <http://www.pia.org/IRC/tech/>.

PIA plans more technology-related services to assist our members in stay on the cutting-edge of this ever-changing issue, so be sure to watch your PIA

publications for further information.

Also, if you prefer to use PIA's Web site and have not yet registered, you may do so by completing the short online form available at http://www.pia.org/web_registration.php.



Press box

Check out these insurance-related articles and websites.

[**PIA helps agents recruit young professionals into insurance**](#)

[**Connecticut Firefighter Sues over Promotion Test**](#)

[**Twitter: A bird in the hand**](#)

[**New technology pitfalls: Blogs, Twitter, Facebook can spawn abuses that result in legal action**](#)



Meet your directors

**Angie Brunetti, CISR, CIC
CTYIP President**

Angie Brunetti is an underwriter for The Distel Group, located in Farmington, CT and currently serves as CTYIP president. Angie has served as CTYIP secretary and treasurer and has participated on the education and programs committees. She has also served as the CTYIP legislative liaison and was awarded CTYIP of the Year in 2006. Angie previously worked at John M. Glover Agency as a commercial CSR and Butler Insurance as a CSR as well. She belongs to the NAIW and has been a member of YIP since 2001. Angie currently lives in Monroe with her husband Cory and her 2 children. If you would like to contact Angie, please email her at abrunetti@distelgroup.com or call (860) 677-6505.



Sponsors

**CTYIP Annual Sponsors
2009**

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[Professional Insurance Agents of Connecticut](#)

Gold

Central Mutual Insurance
Housing Insurance Services Inc.

Silver

Crystal Restoration Services of Norwalk
Peerless Insurance
The Distel Group
Utica National Insurance Group

Bronze

Auto Glass of New England
Computer Rescue Inc.
Crystal Restoration Services-Southington
Glass America
JP Maguire Associates
The Patrons Group
Plymouth Glass and Mirror
Servpro of New Haven/Waterbury
United Cleaning and Restoration

Contributor

Atlantic Casualty
Burns, Brooks & McNeil
Comserv LLC
Goodman Insurance
Great American Insurance Co
M.J. Keating Agency Inc.
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For more information regarding our 2009 sponsorship program please [click here](#).

CTYIP...Building tomorrow's insurance leaders!

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