

**Subject:** [Mailing List] - yipnpw NY-YIP Connection 1 April 27, 2009

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

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**Spring 2009**



## **Calendar**

**April 28, 2009**

**NY-YIP Committee and Board of Directors Meeting  
PIA Headquarters  
Glenmont, NY**

Please join NY-YIP for their Committee and Board of Directors Meeting at PIA Headquarters in Glenmont, NY. All members are welcome to attend and fully participate. Lunch will be served. Meeting time is at 10:00am-12:00pm.

**May 14, 2009**

**NY-YIP Spring Membership Reception  
Four Food Studio and Cocktail Salon  
Melville, NY**

Don't miss the New York Young Insurance Professionals' Spring Membership Reception at Four Food Studio and Cocktail Salon in Melville, NY on Thursday, May 14, 2009. The Spring Membership Reception is the perfect way to make new business connections while enjoying a fabulous night of excellent food and delicious cocktails. Any NY-YIP member who brings a colleague or friend receives \$10.00 off of the registration price. **For more information or to register online, please [click here](#) or call Jackie Abukhalaf at (800) 424-4244 ext. 270.**

**June 7-9, 2009**

**PIANY and PIANJ Joint Annual Conference  
Taj Mahal Casino Resort  
Atlantic City, NJ**

PIANY and NY-YIP will be hosting their 2009 Conference at the Taj Mahal in Atlantic City, NJ on June 7-9. Join NY-YIP and PIANJ for the trade show, education sessions, luncheon and more in the industry's largest show in the

Northeast! **For more information please [click here](#).**

**June 10, 2009  
Fun Run for Special Olympics  
Taj Mahal Casino Resort Boardwalk  
Atlantic City, NJ**

Join NJYIP for the 25<sup>th</sup> Annual Fun Run at the 2009 Joint Annual Conference in Atlantic City. Since 1984, PIANJ and NJYIP have raised over \$2 million for Special Olympics New Jersey. Don't miss this special event! **For more information and to register please [click here](#).**

**July 13, 2009  
NY-YIP Golf Outing  
Seawane Country Club  
Hewlett Harbor, NY**

Join NY-YIP for the 17<sup>th</sup> Annual 2009 Golf Open at Seawane Country Club in Hewlett Harbor on July 13. Whether you're an avid golfer or a beginner, come out and play golf with your fellow insurance professionals at one of the most prestigious industry golf events in New York! With extended networking opportunities during dinner, even non-golfers benefit. Sponsorship opportunities are available. **Please call (800) 424-4244 if you are interested and for more information please [click here](#).**



## Round up

### Winterfest 2009

New York Young Insurance Professionals, along with friends and family, returned to Hunter Mountain March 6-8, 2009, to attend the annual Winterfest event held at Kaatskill Mountain Club. This year was particularly successful with more than 60 in attendance and record breaking sponsorships. NY-YIP would like to especially thank Dan Maher and Eugene Nunziata for conducting the complimentary CE class, *Rapidly Evolving Changes to the E&S Marketplace in 2009*. NY-YIP also would like to thank all of the attendees and enthusiastically welcomes all of the new faces to the NY-YIP family. We hope to see everyone next year! **[Click here](#) to see pictures from the event.**

The New York Young Insurance Professionals would like to especially thank all of its generous sponsors. Without their charitable contributions and support this event would not be possible. Thank you for making Winterfest a success!

**Education Sponsor**  
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**Bronze Sponsors**

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**Welcome new members!**

**Please join us in welcoming the following members to the NY-YIP family!**

Nelson Rivera	Nelson Rivera Jr., Agency
Winnie Song	Magna Carta Companies
Tyler A. Terpening	Terpening & Associates
Anne Marie Bowler	Gabay-Rafiy & Bowler
Sari Gabay-Rafiy	Gabay-Rafiy & Bowler
Keith Greenbaum	Hereford Insurance Agency
Jacob Lerner	Irwin Siegal Agency, Inc.

**To get in touch with your YIP peers, please visit the [Online Member Directory](#).**



## Sponsor spotlight

### Parsons & Associates

Founded in 1930, Parsons & Associates, Inc. serves a wide variety of business, individual, and professional clients with stable insurance companies that are financially sound and receive high ratings from the industry watchers. Parsons & Associates, Inc. manages several Professional Liability programs statewide. These programs include Lawyers and Dental Professional Liability. Over 200 agencies and brokers around NY State place business with these programs. As an Independent Insurance Agency, Parsons & Associates Inc. is not an employee of any one company. Our insurance professionals work for you! **For further information on how we can assist you, please [click here](#) or email Parsons & Associates at [info@parsonsinsurance.com](mailto:info@parsonsinsurance.com).**



## News and announcements

**PIANY Members Can Find New Employees With One-Stop Career Centers.** It's hard to find good employees—a universal problem, not specific to insurance. But while all sectors are feeling the crunch, we face an additional challenge: the increasingly, albeit falsely, negative image of insurance. That's why PIANY's Recruitment Subcommittee created resources to help members effectively utilize the One-Stop Career Centers located throughout the state. **Learn more about this avenue for seeking out qualified candidates by logging onto [www.pia.org](http://www.pia.org) and typing [QS31241](#) in the Quick-Link box.**

**Project Y Featured At PIA Federal Legislative Summit.** On Friday, April 3, 2009, the PIA Federal Legislative Summit hosted its annual *PIA Membership Summit and Affiliate Trade Show*. This year, the program's primary focus was industry recruitment and the young insurance professionals. During the trade show, PIA affiliates from around the country shared program materials and had an opportunity to highlight their own state's successful programs. Kim Voelker, director of the New Jersey Young Insurance Professionals, gave a presentation detailing recent Connecticut, New York and NJYIP recruitment efforts with a particular focus on New Jersey's intensive joint recruitment initiative, [Project Y](#). The summit also featured various sessions on how to recruit the younger generations.

**PIANY Legislative Hot Lists.** Want to see the status of an important bill? ***Think PIA first!*** Select [PIANY Priority Bills](#) for bill status. Select [Recent Actions](#) for any movement in the past week affecting any bill PIANY is tracking. More information, including summaries and bill texts, can be viewed by typing the bill number in the [Assembly](#) or [Senate](#) bill search sites.

**Save The Date—PIANY/PIANJ Joint Annual Conference.** The 2009 PIANY/PIANJ Joint Annual Conference, the industry's largest show in the Northeast, is slated for **June 7-9, 2009**, at the Trump Taj Mahal. Want to sponsor, exhibit and/or advertise? For a sales kit, click [here](#). Stay tuned to PIA publications as details are announced.

**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](mailto:jabukhalaf@pia.org) or [kvoelker@pia.org](mailto:kvoelker@pia.org).



## Did you know?

### PIA Licensing Compliance Central

Many states are changing their licensing statutes and regulations to reflect the model licensing procedures of the National Association of Insurance Commissioners (NAIC). This means individuals licensed as insurance producers are undergoing a transition to license renewal dates that are based on their date of birth, and each state has different rules for these transition period licenses. Through PIA Licensing Compliance Central you will have access to resources regarding licensing changes in New York, New Jersey and Connecticut. You also will find an interactive section that will help you determine when your own license(s) (personal AND business) will complete the transition period. To learn more, access <http://www.pia.org/IRC/licensing>. PIANY also offers a variety of courses to complete your required CE requirements. Click on each state for an upcoming schedule: [Connecticut](#), [New Jersey](#) and [New York](#).

And, if you still have questions, PIA's Industry Resource Center staff can assist you. Simply send us an e-mail at [resourcecenter@pia.org](mailto:resourcecenter@pia.org) or call (800) 424-4244.

*\*Please make note that this service is only available exclusively to PIA members, NY-YIP members who are not PIA members do not have access to this benefit.*



## Press box

**Check out these insurance-related articles and websites.**

**[Insurance Agents 40-and-Younger: What Are YOU Thinking? Exclusive Young Agents Survey](#)**



## Meet your directors

### **Amy Bryan NY-YIP President**

Amy Bryan is the owner of Bryan Insurance Agency LLC located in New Windsor, NY. Aside from being involved in PIA and NY-YIP, Amy belongs to the NY Hudson Valley Users Group and the New York Central Mutual Agency Advisory Council. Amy has also served as the BNI secretary, treasurer and vice president and also served as director of the Cornwall Lions Club. Amy has been a part of the NY-YIP marketing and programs committee, chair of the Hudson Valley RAP and is on the PIA Kingston Advisory Council. Amy attended Cornwall High School and SUNY Oswego where she graduated Cum Laude in 2003. Amy currently lives in Newburgh, NY. If you would like to contact Amy, please email her at [abryan@bryanagency.com](mailto:abryan@bryanagency.com).

**Do you know NY-YIP's involved members? [Click Here](#) to get to know the active members of your association.**

**And, if you would like to become more active, write us at [jabukhalaf@pia.org](mailto:jbukhalaf@pia.org) or [kvoelker@pia.org](mailto:kvoelker@pia.org).**



## Sponsors

### **NY-YIP Annual Sponsors 2009**

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George B. Bailey Agency

**For more information regarding our 2009 sponsorship program please [click here.](#)**

***NY-YIP...Building tomorrow's insurance  
leaders...today!***

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