

**Subject:** [Mailing List] - yipnpw NY-YIP Connection | October 30, 2009

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

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**Fall 2009**



## **Calendar**

**November 17, 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. For more information, please contact Jackie Abukhalaf at [jabukhalaf@pia.org](mailto:jabukhalaf@pia.org) or call (800) 424-4244.

**January 29-31, 2009**

**Winterfest  
Stratton Resort  
Stratton, VT**

The 2010 NY-YIP Winterfest event is moving to Stratton, VT on January 29-31! Don't miss this fun and entertaining gathering plus all that Stratton has to offer! Skiing, snowboarding, tubing, skating, shopping, site seeing and much more are a part of this signature, family-friendly event. A CE class will be offered on Friday evening at the resort and a cocktail hour and group dinner will be served on Saturday night. Be sure to join us at Stratton to take part in premier networking with insurance professionals from around the state! We hope to see you there! For more information and for registration, please visit the NY-YIP [calendar page](#). Pricing for the event is expected to be posted in early November.

**Sponsorship opportunities are available. For more information on sponsorships, please contact Jackie Abukhalaf at [jabukhalaf@pia.org](mailto:jabukhalaf@pia.org) or call (800) 424-4244.**



## Round up

**August 19, 2009**

**NY-YIP Summer Membership Reception  
Overlook  
New York City**

On August 19, NY-YIP held its Summer Membership Reception at Overlook in New York City. Over 95 guests attended this successful, record-breaking reception. Attendees experienced extensive networking with insurance professionals from around the area while enjoying refreshing cocktails during the summer heat. We hope to see everyone again next year! For photos and highlights from the event, please [click here](#).



## Welcome new members!

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

Angela Pierce  
Krista Hutchings  
Trudi Bartow  
Ryan Erickson

Andrews Agency, Inc.  
Hutchings Agency Inc.  
Bartow Insurance Agency  
Carlstan North Hills Agency

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



## Sponsor spotlight

### **Morstan General Agency**

Morstan General Agency is a privately held company whose base of operations is in New York, and also has offices in New Jersey, Florida, Pennsylvania, and Ohio. The company acts as a General Insurance Agency, but also serves as a leading supplier of excess and surplus lines. They are happy to service brokers who need immediate quotations, competitive rates, and expedient binding of contracts when their direct markets are not in a position to provide such a service. Morstan is committed to the highest standards of quality and service in the industry and maintains its position as a leader in the general agent market. They provide service for small to midsize brokers with expediency for certain carriers or specific risks. Morstan represents many of the finest insurance carriers in the industry. **For more information about Morstan, [click here](#) or call (516) 488-1517.**

### **Excess Line Association of New York**

The Excess Line Association of New York was created by statute in 1988 and began business in 1989. It is a non profit industry advisory association. ELANY is charged with the duty to facilitate and encourage compliance with the excess line law. ELANY, acts as a facilitator between the brokers and the regulators, conducts financial review and oversight of non-admitted markets. ELANY also provides continuing education for certified provider for C.E. credits. ELANY is a warehouse of solid information on the E&S marketplace. When you have questions, particularly on New York E&S laws and regulations and interpretations by the insurance department, consider ELANY to be one of your resources. **For more information about ELANY [click here](#) or call (646) 292-5500.**



## News and announcements

**NY-YIP is on LinkedIn!** Join LinkedIn and become part of the NY-YIP group to discuss organization events, news, view event photos and more! Log onto [www.linkedin.com](http://www.linkedin.com) to join and find us at New York Young Insurance Professionals and contribute to the group!

**NY-YIP welcomes Adam Erickson and Adam Rostkowski to the NY-YIP board of directors.** This past September, NY-YIP appointed Adam Erickson of Carlstan North Hills and Adam Rostkowski of ProActive Brokerage to the NY-YIP board of directors. NY-YIP looks forward to working with Adam and Adam and is very excited to have them as directors for NY-YIP.

**Superintendent Wrynn Expected To Offer Legislative/Regulatory Forecast For 2010 At PIANY/NYIA CEO Conference.** PIANY and the New York Insurance Association's Annual CEO Conference will be held **Wednesday, Nov. 4, 2009**, at the Albany Marriott on Wolf Road, Albany, **from 2:30-5:30 p.m.** Keynote speaker Superintendent of Insurance James J. Wrynn has been asked by the associations to offer his legislative/regulatory forecast for 2010. The complimentary program also includes key management information from PIA's 2009 *Company Performance Survey*. This conference is not just for chief executive officers but for all who work in the day-to-day operations and interactions between companies and agencies including agency principals and CEOs, agency managers, company CEOs and managers. For more information, or to register, click [here](#).

**PIA National Installs Officers For 2009-10.** The new officers of PIA National were installed during the group's Oct. 4, 2009, board of directors meeting held in San Diego. Each of the officers will serve one-year terms: Jon D. Spalding of Perry, Mich., is president; Brian T. Marino, CIC, of Fort Lauderdale, Fla., is president-elect; Fred Thomas, CIC, of Stevensville, Mont., is vice president/treasurer; and Thomas C. Adderhold, CIC, of Duluth, Ga., is secretary/assistant treasurer. Kenneth R. Auerbach, Esq., of Eatontown, N.J. is immediate past president. [More ...](#)

**PIA's Lunch And Learn Webinars: Train Your Agency Staff During Lunchtime.** PIA's Lunch and Learn program now is more interactive. 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](#).

We would like to hear from you! If you have news you would like to share with your industry peers, write us at [jbukhalaf@pia.org](mailto:jbukhalaf@pia.org) or [kvoelker@pia.org](mailto: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.

### **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 our PIA 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.

**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.**

[A new business model for a new generation: Careful planning and social networking have boosted Amy Bryan's five-year career](#)

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

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

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



## Meet your directors

**Michael Plafker**  
**NY-YIP Vice President**

Michael Plafker is vice president of NY-YIP as well as the 2010 Winterfest chair and has served on the programs committee, PIA government and industry affairs committee and Long Island RAP committee. Mike was honored with NY-YIP Volunteer of the Year in 2007. He is a Commercial Department Manager for Member Brokerage Service located in Queens, NY and currently lives in Forest Hills, NY. He enjoys skiing, fishing and is an avid auto enthusiast and belongs to Business Network International. To contact Mike, email him at [mikep@mbs-llc.com](mailto:mikep@mbs-llc.com) or call (718) 523-1300.

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



## Sponsors

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

#### **Platinum**

Professional Insurance Agents of New York State Inc.

#### **Gold**

Morstan General Agency Inc.

eGolfScore Inc.

#### **Silver**

Advanced Restoration

NGM Insurance

Melrose Credit Union

Utica First Insurance Co

Parsons & Associates

#### **Bronze**

Associated Mutual Insurance Cooperative

D.C. White Agency

Encompass Insurance

Inter-Reco Inc.

NIF Group Inc.

Skeele Agency Inc.

D. Scott Liebert, CIC

#### **Contributor**

George B. Bailey Agency

Sterling Insurance Co.

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

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

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