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Subject: NY-YIP Connection | January 25, 2010



## Winter 2010



### Calendar

**January 28, 2010**  
**Metro Regional Awareness Program**  
**YIP Networking Reception**  
**Brooklyn Marriott**  
**Brooklyn, NY**

Join New York Young Insurance Professionals for an afternoon of fun, food, networking and more! Develop agency/company relationships to strengthen your industry knowledge, business finesse and professional network. **The NY-YIP Networking Reception is free for those registered for MetroRAP 2010.** If you plan to attend *only* the reception, please [download](#) a registration form today and return with payment, or [register online](#).

For more information about the Metro Regional Awareness Program or to register for the event, please [click here](#) or call Kim Zielinski at (800) 424-4244 ext 230 or email [kzielinski@pia.org](mailto:kzielinski@pia.org).

**January 29-31, 2010**  
**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. Join NY-YIP 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 [click here](#) or contact Jackie Abukhalaf at (800) 424-4244 or email [jabukhalaf@pia.org](mailto:jabukhalaf@pia.org).

**February 9, 2010**  
**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. All who plan to attend are asked to RSVP.

**March 10, 2010  
NY-YIP Pre-St. Patrick's Day Party  
Slattery's Midtown Pub  
New York City**

Save the date for the NY-YIP Pre-St. Patrick's Day Party on March 10, 2010 from 5:30pm to 8:30pm at Slattery's Midtown Pub in NYC! Join the area's young professionals as they celebrate the St. Patrick's Day season with a three hour open bar consisting of beer, wine, well drinks and soda as well as hors d'oeuvres. Price: \$50.00 members and \$55.00 non-members. Registration information will be available soon on the [NY-YIP website](http://NY-YIP website). For questions, contact Jackie Abukhalaf at (800) 424-4244 or email [jabukhalaf@pia.org](mailto:jabukhalaf@pia.org). See you in March!

**April 15, 2010  
Long Island Regional Awareness Program  
Leonard's of Great Neck  
Great Neck, NY**

Don't miss the 2010 Long Island Regional Awareness Program at Leonard's of Great Neck on April 15. Experience premier networking with insurance professionals from around the area along with CE classes and a luncheon. For more information please [click here](#) or contact Kim Zielinski at (800) 424-4244 ext. 230 or email [kzielinski@pia.org](mailto:kzielinski@pia.org).

**April 20, 2010  
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.



## Welcome new members!

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

Kyle Tassone	Utica College
Aaron Silber	Compensation Guidance Service
Mildred Claire	Tishman Construction
Jonathan Madio	Jonathan Madio
Julia Sheridan	QBE Insurance Group

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



## Sponsor spotlight

### Utica First Insurance Co.

Utica First Insurance Company is a regional property and casualty insurance carrier specializing in small contractors, restaurants, retail stores, offices, and homeowners insurance. They operate in New York, Connecticut, Massachusetts, New Jersey, Ohio, Pennsylvania, and Virginia. The company now offers its specialized niche products in New York, New Jersey, Connecticut, and Pennsylvania. The 100-year success of Utica First could not have been achieved without its network of independent insurance agents. Presently, over 350 agents represent Utica First. The independent agent continues to be one of the most important aspects of the company's commitment to customer service. Throughout its 100 years in business, Utica First has remained on the cutting edge of technology and has always been at the forefront of technological advances which has translated into further efficiencies and improved service for customers. For more information about Utica First [click here](#) or call (315) 736-8211.

### Melrose Credit Union

As a member of Melrose Credit Union you can enjoy the financial benefits that have been available since 1922. Melrose was initially established to provide financial resources for individuals and small business owners from the Bronx, NY. Through the Credit Union, community residents were afforded the means to pursue their American Dreams. The success of Melrose Credit Union has not diminished its original mission statement: Empower the community by offering affordable financial products and services. Today that community commitment has helped transform Melrose into a \$960 million credit union with over 19,500 members residing across the country and around the world. Melrose Credit Union currently ranks as one of the most successful financial institutions in the United States. For more information about Melrose Credit Union [click here](#) or call (718) 526-3888.

### Associated Mutual Insurance Cooperative

Associated Mutual Insurance Cooperative produces writings in excess of \$8,900,000 and policyholders surplus in excess of \$9,100,000. The company has been working on expansion and diversification of its writings using expertise in its current niche markets and researching, considering and developing new products. Plans for expansion include controlled growth in niche markets and greater geographic spread of risk. Since 1913, Associated Mutual Insurance Cooperative has been a trusted voice in insurance throughout New York. For more information about Associated Mutual Insurance Cooperative [click here](#) or call (845) 434-4550.



## 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!

**PIA National, NAMIC Lobby For Continued Antitrust Exemption.** The National Association of Mutual Insurance Cos. called on members of Congress to reject language that would repeal the limited antitrust exemption created by the McCarran-Ferguson Act from inclusion in the final health-care reform bill. [More ...](#) PIA National worked with the industry to ensure that the current anti-trust exemption was not repealed in the Senate bill, but the

battle will continue since language was included in the bill that previously passed the House. PIA will fight any effort to include a repeal in a conference of the health-care bills, or any attempt to bring the language to the floor in a stand-alone bill. [More ...](#)

**PIANYPAC is PIANY's sponsored political action committee.** It exists to strengthen PIANY's credibility as a serious political force in New York state elections. Combined with members' individual participation in the campaigns of their favored candidates, PIANYPAC helps support the lawmakers that understand the issues affecting insurance professionals. PIANY's voice in the legislature is widely respected, in large part because of our ability to support agent-friendly legislators through PIANY's political action committee: PIANYPAC. PIANYPAC supports candidates that support you and your agency. And your contributions make it possible. PIANYPAC supports candidates of all political parties. Its contributions are determined by a strictly bipartisan committee of politically attuned insurance agents. We make it easy! Your contributions to PIANYPAC can be made via agency check or credit card. (State PACs, unlike federal, can accept support from business entities.) Since its inception, PIANYPAC has raised more than \$500,000. [E-mail](#) PIANYPAC to pledge your support, and include your name, agency name and phone. PIANY will call you to discuss your payment options please visit <http://www.pia.org/GIA/NY/pianypac.shtml> for more information.

**New York Among Best In Advocates For Highway And Auto Safety State Report Cards.** The Advocates for Highway and Auto Safety released its annual report card, which grades all 50 states and the District of Columbia on the adoption and maintenance of model traffic safety laws. The report focuses on three particular areas in need of stronger enforcement—text messaging, graduated driver licensing programs and ignition-interlock laws for drunk-driving offenders. New York was listed among the best states in the country for its safety laws. [More ...](#)

**Members To Be Honored At PIANY's MetroRAP.** During the keynote luncheon at PIANY's annual Metropolitan Regional Awareness Program on **Thursday, Jan. 28, 2010**, at the New York Marriott, Brooklyn, N.Y., several members will be honored for their work over the past year. Among the awards to be handed out are: *Executive of the Year* to **Vivalde Couto**, vice president and chief underwriting officer of American European Insurance Group; *Industry Professional of the Year* to **David Louie**, president of David J. Louie Inc.; and the *Distinguished Insurance Service* award to **John Reiersen**, president of Kingstone Insurance Co. In addition, the *Bernard I. Kozel* and *Arthur I. Moll Memorial scholarships* also will be awarded. For more information, please contact the PIANY's Education and Conference Department at (800) 424-4244, e-mail [conferences@pia.org](mailto:conferences@pia.org) or visit the MetroRAP [Web site](#).

**Register Today For Free Real Time Webinar.** The highly regarded free Webinar *Real Time: The Next Major Advance in Agency Workflow* will take place **Wednesday, Jan. 27**, courtesy of the Real Time/Download Campaign. Most agencies can implement Real Time at no additional cost. This updated session will show how Download has been improved and become more important. A demo also will illustrate how the new Real Time 21 Day Challenge provides you with step-by-step guidance, whether you are newly implementing Real Time or seeking to increase usage at your agency. [More ...](#)

**New! PIANY Offers Online Shopping Cart For Education Registration.** Now you can register for PIANY's education classes using the online shopping cart. PIA upgraded its education registration system to allow you to register for multiple courses online securely. To use this new feature, you need to logon to your pia.org account. If you haven't registered for your pia.org account, sign up now to take advantage of your PIA member benefits. You will need your member number to access pia.org member benefits, including registration fee discounts. (If you don't know your member number, call the PIA Industry Resource Center at (800) 424-4244 or e-mail [resourcecenter@pia.org](mailto:resourcecenter@pia.org), and we'll get it for you right away.) For more information, click [here](#) to read the PIA shopping cart FAQ. As a member who has registered for online access, you'll be able to access all of the member-only sections of the PIA Web site—be sure to do so to take full advantage of your member benefits.

**PIA Lunch And Learn Webinars: Register Your Agency Today.** Upcoming topics for 2010 include: *Insurance Agency and Brokerage Valuations and Deal Structures*, **Thursday, Jan. 28, 2010**; *10/09 Changes to The National Flood Insurance Program*, **Tuesday, Feb. 2, 2010**, and *Top 10 Misunderstood Personal Lines Coverages and Issues*, **Thursday, April 1, 2010**. For more information, click [here](#). Did you miss a recent PIA Lunch and Learn Webinar? Call PIA at (800) 424-4244 to order a CD-ROM of a recent program. See a complete list of the available programs [here](#).

**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's Industry Resource Center is here to serve you!**

PIA's Industry Resource Center is an exclusive members-only benefit that comes *free* with your PIA membership. We would like to encourage you to take advantage of the comprehensive services and information available to you through PIA's Industry Resource Center, and to tell you about our newest PIA member benefit.

### **PIA Company Rating Tracking Service**

The new PIA Company Rating Tracking Service will allow you to stay on top of the latest rating changes provided by A.M. Best Co. without any extra effort. Your association will alert you by e-mail when one of your represented carriers has had their A.M. Best rating changed. Be sure PIA has the most current list of carriers you represent to stay informed. E-mail PIA's Industry Resource Center at [resourcecenter@pia.org](mailto:resourcecenter@pia.org) to update your list of carriers. *This service is an exclusive of PIA and is not affiliated with any services provided by A.M. Best C.*

### **Other services available to you**

PIA's Industry Resource Center also offers numerous other services, including, but not limited to:

- **Technical hotline**—PIA's highly qualified technical specialists will answer your legal, industry, coverage, legislative and regulatory questions; and *Ask PIA* offers a library of previously asked questions and in-depth answers by our technical staff;
- **E&O**—PIA's E&O Counsel Robert Sullivan, Esq., is available to offer you objective advice for your agency's E&O concerns;
- **Technology**—Technology Info Central, in addition to our new technology hotline service, is a collection of informative technology-based articles, resources and a searchable database providing you with a single reference for cutting-edge technology information;
- **Reference materials**—*QuickSource*, our most-popular service, provides an extensive library of reference materials to our members on agency management, mergers and acquisitions, marketing, legislative/regulatory, coverage issues and much more;
- **Business-building resources**
  - *Agency-Company Appointment* and *Appointment Access* services link agencies with interested companies, managing general agents and general agents looking to appoint,
  - *MarketBase™* service helps you find a market for the occasional hard-to-place risk, and
  - *Circle of Consultants* for a referral to a consultant who can meet your

agency's particular need;

- **ACORD Form Redistribution Program**—access to printable, nonfillable ACORD forms by category and searchable by form number or title, along with the updates on new forms and form changes; and
- **Comprehensive tool kits**—topics such as agency staffing, privacy compliance issues and flood insurance are covered in-depth giving you the resources you need fast.

PIA understands that problems don't always fit a 9-to-5 schedule, so we've made many resources available 24 hours a day, seven days a week, online at [www.pia.org](http://www.pia.org). Simply click the Member Resources tab or contact PIA's Industry Resource Center at (800) 424-4244.—*Albright*

**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.**

[New York property-casualty group awards \\$1,500 scholarship](#)

[Oswego offering SUNY's first bachelor's in risk management, insurance](#)

[Social media use lags with agents and brokers](#)

[P&C insurers' problem attracting new talent outlined](#)

[Tri-State PIA gives young agents new website](#)

[Overall Customer Satisfaction with the Home Claims Experience is Notably Lower than Satisfaction with Auto Claims](#)

[PIA National Issues Call for Awards Nominations](#)

[Financial advisors getting ready for big tax, legal changes in 2010](#)



## Meet your directors

### Shawn Kain

Shawn Kain is the vice president of underwriting at Utica First Insurance Company in Utica, NY. He has been a member of NY-YIP since 1998 and has served as NY-YIP president as well as on the MetroRAP committee. Shawn was voted NY-YIP Insurance Professional of the Year in 2005. Outside of NY-YIP, Shawn is involved in the New York Insurance Association, Property and Casualty Insurers of America as well as AAIS. He has also served on the NYIA conference planning committee, PCI commercial lines conference planning committee and the AAIS commercial lines committee. Shawn is also active in the community as a member of Young Leaders United—a committee of the United Way. Shawn attended SUNY Institute of Technology and received his MBA from Northeastern University. He currently lives in Marcy, NY with his wife Diane and two sons, Justin and

Ethan. To contact Shawn email him at [SKain@uticafirst.com](mailto:SKain@uticafirst.com).

### **Joe Leff**

Joe Leff is the New York territories branch manager for Magna Carta Companies which is located in New York City. Joe has been a member of NY-YIP since 2001 and has served on the board of directors since 2002 and has also served on the membership committee. Joe specializes in commercial lines, agency management, marketing and infrastructure implementation. Joe attended Marist College and currently lives in Bay Ridge Brooklyn with his wife Shelley and his daughter Caterina. If you would like to contact Joe Leff, email him at [jleff@mcarta.com](mailto:jleff@mcarta.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:jabukhalaf@pia.org) or [kvoelker@pia.org](mailto:kvoelker@pia.org).**



## **Sponsors**

### **NY-YIP Annual Sponsors 2010**

#### **Platinum**

Professional Insurance Agents of New York State Inc.

#### **Gold**

Advanced Restoration

Dur-America Brokerage

Morstan General Agency Inc.

Simon Agency of NY Inc.

#### **Silver**

Associated Mutual Insurance Cooperative

George B. Bailey Agency

NGM Insurance

Melrose Credit Union

Utica First Insurance Co

#### **Bronze**

NIF Group Inc.

Skeele Agency Inc.

**For more information regarding our 2010 sponsorship program please [click here](#).**

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

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