

# THE PRODUCER

WOMEN'S INSURANCE NETWORK OF LONG ISLAND

October 2008

## WINLI MEETING

October 28, 2008  
6:00 PM - 8:30 PM

**CITY CELLARS  
WINE BAR & GRILL**  
1080 Corporate Drive  
Westbury, NY

**See attached flyer.**

## President's Message

Myrtle Andruzzi

At our September Meeting, we thanked Denise Thompson, Past President for her wonderful services, dedication, and efforts over the past two years.

Dan Palmeri, Region I Director of Federation and Downstate Second Vice President was the speaker. He shared information on Downstate is comprised of six organizations which include CPCU, Council of Insurance Brokers, TriCounty Independent Agents, Independent Agents of Suffolk County, Queens County Insurance Professionals, and WINLI. There was informative discussion was given with respect to Federation.

A lengthy discussion surrounded the need to increase organization commitment and participation. We need to get current members more involved and recruit new younger insurance members. We agreed to host a Membership Appreciation and recruitment event at the next October meeting. Please see the attached flyer and membership application that we ask you to distribute to your insurance acquaintances. A hearty thank you to the planning committee - Pat Palk, Maria Thomas, Ricki O'Connor and Idrise Grill for their extraordinary efforts. Additional volunteers will be needed for the party.

We also discussed the need to step up all future meetings with new and innovative ideas such as interactive participation, insurance related games, sponsor exhibits, etc. So let's hear from you! All ideas are welcome.

WINLI was a sponsor for a hole at the Downstate Golf Outing.

Finally, we wish Trish Dean a speedy recovery from her recent surgery. Get well soon Trish – we miss you.

## Calendar of Events

10/8	CPCU Golf Outing	Timber Point
10/18	FNYIP Board Meeting	Albany, NY
10/19	Making Strides Against Breast Cancer Walk	Jones Beach
10/28	WINLI Membership Appreciation Cocktail Party	City Cellars Westbury
11/6	QCIP General Meeting	Belmont

Any member interested in contributing an article or flyer should e-mail it to:  
[cfb@north-sea-ins.com](mailto:cfb@north-sea-ins.com)

Please send in MS Word (.doc) or Adobe (.pdf)

# THE PRODUCER

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October 2008



## SAFETY SECTION

Don't post information about yourself online that you don't want the whole world to know. The Internet is the world's biggest information exchange many more people could see your information than you intend. Social networking sites have added a new factor to the "friends of friends" equation. By providing information about yourself and using blogs, chat rooms, email, or instant messaging, you can communicate, either within a limited community, or with the world at large. The Federal Trade Commission suggests these tips for socializing safely online:

Think about how different sites work before deciding to join a site. Some sites will allow only a defined community of users to access posted content; others allow anyone and everyone to view postings.

Think about keeping some control over the information you post. Consider restricting access to your page to a select group of people.

Keep your information to yourself. Don't post your full name, Social Security number, address, phone number, or bank and credit card account numbers — and don't post other people's information, either. Be cautious about posting information that could be used to identify you or locate you offline.

Make sure your screen name doesn't say too much about you. Don't use your name, your age, or your hometown.

Post only information that you are comfortable with others seeing and knowing about you.

Remember that once you post information online, you can't take it back. Even if you delete the information from a site, older versions exist on other people's computers.

Consider not posting your photo. It can be altered and broadcast in ways you may not be happy about. If you do post one, ask yourself whether it's one your mom would display in the living room.

Be wary if a new online friend wants to meet you in person. Before you decide to meet someone, do your research: Ask whether any of your friends know the person, and see what background you can dig up through online search engines. If you decide to meet them, be smart about it: Meet in a public place, during the day, with friends you trust.

Trust your gut if you have suspicions. If you feel threatened by someone or uncomfortable because of something online report it to the police and the social networking site. You could end up preventing someone else from becoming a victim.

## *n The Lighter Side*



An old, tired-looking dog wandered into the yard. I could tell from his collar and well-fed belly that he had a home.

He followed me into the house, down the hall, and fell asleep on the couch. An hour later, he went to the door, and I let him out. The next day he was back, resumed his position on the couch and slept for an hour. This continued for several weeks. Curious, I pinned a note to his collar: 'Every afternoon your dog comes to my house for a nap.'

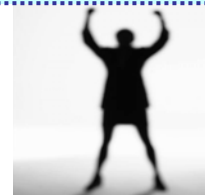
The next day he arrived with a different note pinned to his collar: 'He lives in a home with four children -- he's trying to catch up on his sleep. Can I come with him tomorrow?'

## **FLYERS ARE ATTACHED FOR THESE EVENTS**

### **WINLI OCTOBER COCKTAIL PARTY**

### **MAKING STRIDES AGAINST BREAST CANCER**

### **CPCU GOLF OUTING**



**WOMEN'S INSURANCE  
NETWORK OF  
LONG ISLAND**

**MEMBERSHIP APPRECIATION  
COCKTAIL PARTY**

**October 28<sup>th</sup>  
6:00 p.m. – 8:30 p.m.**



**All current and \*new members are invited for an evening of  
complimentary food & beverages at**

**CITY CELLARS  
WINE BAR & GRILL  
1080 Corporate Drive  
Westbury, NY**

**Come join us for insurance networking and fun.  
Learn more about the WINLI organization and  
upcoming events.**

**\*New members (women and men) are welcome! Just  
bring membership application and dues to the event.**

**Non-members - \$25 cost**

**RSVP by October 23<sup>rd</sup>:**

**Maria Thomas – [mariat@friedlandergroup.com](mailto:mariat@friedlandergroup.com)**

**Or (914) 694-6000, ext. 217**

## Women's Insurance Network Of Long Island (WINLI)

### *Why the Women's Insurance Network of Long Island?...*

WINLI members represent a well rounded segment of insurance professionals in the Long Island region. Monthly meetings offer opportunities to share ideas, make new friends and establish business contacts. A variety of workshops and seminars are held throughout the year affording all members education in the different phases of the insurance field

# Women's Insurance Network of Long Island

## Why Membership Is Important.....

### *About The Women's Insurance Network of Long Island.....*

The Women's Insurance Network of Long Island had its beginning with only a minimal number of women in 1957. The goal at the time was to set up an organization for women in the insurance field and to promote education and fellowship. The Association currently has over 150 members.

Our association is one of 26 chapters around the State of New York, all members of the Federation of New York Insurance Professionals, with a total membership of over 1000.

The Long Island Association is governed by officers and directors with many years of experience in the insurance field as well as association management.

### *Benefits of Joining The Women's Insurance Network of Long Island...*

#### *Educational/Professional Development*

Our members can take full advantage of the educational workshops, seminars and exchange of ideas with their own members and members of other associations during joint meetings. Committee work and officership in the Association are available to motivated individuals who volunteer

their time and effort for a rewarding experience.

### *Future Goals...*

Women's Insurance Network of Long Island was originally founded for insurance women but we have come to realize that in order to continue and grow in the Millennium we must learn from both men and women in our profession. Members are now agency, company and self-employed professional women and men with common goals. Our association hopes to incorporate the ideas and strengths of our members to make our industry prosper.

Our Association is committed to the continuing education of our membership to maintain the very highest standards of professionalism in the insurance industry.

W.I.N.L.I.  
Membership Application

Name\_\_\_\_\_

Home Address\_\_\_\_\_

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Home Phone # \_\_\_\_\_

E-Mail Address:\_\_\_\_\_

Business Affiliation & Address:

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Business Phone #:\_\_\_\_\_

Type of Business:\_\_\_\_\_

Job Description:\_\_\_\_\_

Committee Volunteer?\_\_\_\_\_

Annual Dues: \$32.50 payable with Application Renewable on March 1<sup>st</sup>. Membership is individual and not transferable or refundable

Check should be payable to **W.I.N.L.I.** and sent to:

Denese Thompson  
1022 Rochelle Court  
Uniondale, NY 11553-3022

*Purpose Of The Application*

- To provide the opportunity for the insurance professional to develop skills that will enable them to progress in the insurance field.
- To develop a support system that furthers contact and provides mutual education through training and encouragement.
- To enhance the image of the professional insurance person.
- To cultivate fellowship within our association.

***Membership Qualifications***

*Eligibility*

Membership shall be open to all in the insurance industry and related fields. Applications should be submitted to the membership chairperson.

*Classification*

There shall be three classes of membership: Active, Associate, and Honorary

Active Members are those employed in the insurance industry

Associate members are all persons active in fields related to insurance.

Honorary members are all persons retired from the insurance field who wish to still keep in touch.

**For the Insurance  
Professional**

**Welcome to  
WINLI**

**Women's  
Insurance Network  
Of Long Island**



Hope starts  
with you.

It's easy to get involved. Making Strides Against Breast Cancer is your opportunity to honor breast cancer survivors, remember those we have lost, and raise funds to help end this disease.

Sign up to walk in Making Strides at [www.cancer.org/stridesonline](http://www.cancer.org/stridesonline).

Invite others to walk with you. Contact us for a team leader kit.

Challenge yourself by setting your fundraising goal at \$2,500 to become a Pacesetter.

Email family, friends, and co-workers to ask for donations. At [www.cancer.org/stridesonline](http://www.cancer.org/stridesonline), you'll find emails you can send to hundreds of people in just a few moments.

Double your fundraising dollars through a matching gifts program at work. Ask your human resources department for details.

Speak out to help women who can't afford mammograms and lifesaving treatment. Visit [www.acscan.org/makingstrides](http://www.acscan.org/makingstrides) to learn more.

Protect yourself and your loved ones by signing up for a free email mammogram reminder at [www.cancer.org/stridesonline](http://www.cancer.org/stridesonline).

Take the lead. Become a member of the Pacesetters Club. Go to [www.cancer.org/stridesonline](http://www.cancer.org/stridesonline) for more information.

Thank you to our Multisite Flagship Sponsors!



Thanks to our Local Flagship Sponsors!



Randall S. Reingold, MD  
and  
Ron Israeli, MD

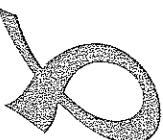


Additional Media Sponsors



To Get Involved:

1.800.ACS.2345 or email  
[longisland.strides@cancer.org](mailto:longisland.strides@cancer.org)  
[www.cancer.org/stridesonline](http://www.cancer.org/stridesonline)



MAKING STRIDES  
Against Breast Cancer®



Hope starts with you.

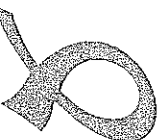


Making Strides  
Against Breast Cancer

Read about these women at [www.cancer.org/stridesonline](http://www.cancer.org/stridesonline).

Celebrate our 15th Anniversary!

The Walk  
Sunday, October 19, 2008  
Jones Beach State Park  
5 Miles  
Long Island, NY



MAKING STRIDES  
Against Breast Cancer®



# PARKING FIELD 5, JONES BEACH STATE PARK, NY

Take either the Northern or Southern State Pkwy to the Wantagh or Meadowbrook Pkwy to Jones Beach.  
Follow signs to Fields 4 and 5 to park.

Participants may start the course ANY TIME from 8:00 to 11:00 am.

The PINK Registration tent is busiest from 8:00 to 9:00 am. Parking lot entrances are more congested very early in the day. Please CARPOOL whenever possible. To avoid crowds, please plan to arrive after 10:00 am.

New Jersey information about this charitable event may be obtained from the New Jersey Attorney General at (973) 594-6215. New York ACS annual reports may be obtained from the Office of the Attorney General, Client Services Bureau, 120 Broadway, New York, NY 10021.

## Sunday, October 19, 2008

Jones Beach State Park

5 Miles

Event Start: 8:00 to 11:00 am

Registration: 8:00 to 11:00 am

American Cancer Society events are smoke free!

Make checks payable to "The American Cancer Society." This contribution tracking sheet is for **your records ONLY**. Please bring your contributions with the registration form to the registration area at the walk. If you raised all your donations online, simply print your online form and bring it with you on walk day to get your walker sticker.

## Contribution Tracking Sheet

What's the easiest way to raise money and spread the word about fighting breast cancer?

**Sign Up.** Visit [www.cancer.org/stridesonline](http://www.cancer.org/stridesonline) to find your event and sign up.

**Set Up.** Create your personal fundraising page with photos and stories, and share your reason for making strides.

**Send.** Email everyone you know, and ask them to join your team or support you with a donation.

While you're online, you can also:

- Send fun and motivational e-cards.
- Read inspirational stories of survival.
- Learn ways to detect breast cancer early.
- Find out how to become a Pacesetter.
- Learn helpful fundraising tips and see how your money is making a difference.

To participate without walking, you can raise money online or in person.

Please mail donations to:  
American Cancer Society  
75 Davids Drive  
Hauppauge, NY 11788

Or donate through our secure Web site at  
[www.cancer.org/stridesonline](http://www.cancer.org/stridesonline).

Thank you for your support!

Walker's Name: \_\_\_\_\_

Team Name/Company: \_\_\_\_\_

Sponsor's Name	Donation Check/Cash	Donation Online/Credit Card	Matching Gift
Suzy Strides	\$35	\$200	\$30
1.			
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17.			
18.			
19.			
20.			
<b>Total \$</b>			

Raise \$2,500 and become a Pacesetter!



1.800.ACS.2345  
[www.cancer.org/stridesonline](http://www.cancer.org/stridesonline)

Ask your personnel/HR department if your company has matching funds. In some cases, your donations could be doubled!

This contribution tracking sheet is for **your records only**.

## Hope starts with us.



Beulah is passionate about women taking charge of their health. After a mammogram revealed she had breast cancer, she learned the importance of having this test every year. Today,

Beulah is a breast cancer survivor and a Making Strides walker. "Making Strides is important because it offers a support system, raises awareness, and provides hope to those fighting this disease."



Carmen is a breast cancer survivor who has lost her mother and father to cancer. Making Strides makes her feel empowered and helps her conquer the fear that cancer brought to her life.

"Participating in Making Strides is a reminder that I am not alone and that progress is being made."

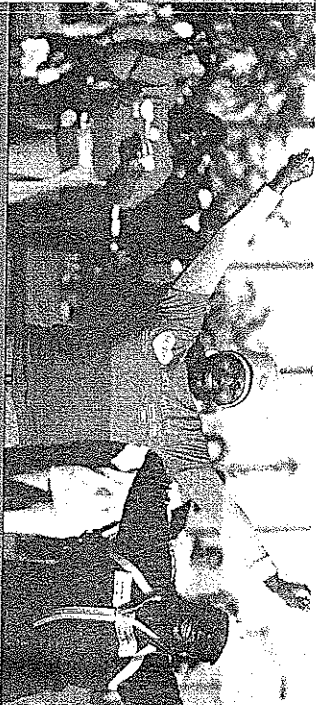


Geraldine has watched loved ones battle breast cancer and wants to make a difference. "My heart is tied to Making Strides because it sends a powerful message of support to people facing this disease."



Susan has participated in Making Strides for nine years – ever since her mother was diagnosed with breast cancer. "I feel honored to participate in Making Strides – to help people who are struggling with this hideous disease. No one should have to walk down this road alone."

To learn more about these dedicated women and others who fight back through Making Strides, visit [www.cancer.org/stridesonline](http://www.cancer.org/stridesonline).



## Hope starts in our community

And while we've made great strides against breast cancer, we still need your support to fight the disease with the help of such programs as:

**Reach to Recovery** pairs trained breast cancer survivors with newly diagnosed patients.

**Look Good... Feel Better** helps patients cope with the appearance-related side effects of cancer treatment.

We also work with **Healthy Women Partnerships** (funded by the New York State Dept. of Health) and with the **New Jersey Cancer Education and Early Detection Program (NJCEED)** (funded by the New Jersey Dept. of Health and Senior Services) – programs that provide free mammograms to women who don't have health insurance.



## The best defense against breast cancer is to find it early.

If you are 40 or older, have a mammogram and a clinical breast exam every year for as long as you are in good health. Get a free email mammogram reminder at [www.cancer.org/stridesonline](http://www.cancer.org/stridesonline).

## Hope starts with your participation.

Did you know that by walking in Making Strides Against Breast Cancer, you join nearly half a million people to help the American Cancer Society fight breast cancer on all fronts?



**Groundbreaking Discoveries**  
American Cancer Society-funded research has led to the discovery of lifesaving breast cancer treatments, including tamoxifen and Herceptin.



**A Voice for All Women**  
Dollars raised through Making Strides help the American Cancer Society and our sister advocacy organization, the American Cancer Society Cancer Action Network<sup>SM</sup> (ACS CAN), advocate for all women to have access to mammograms and lifesaving treatments. Visit [www.acscan.org/makingstrides](http://www.acscan.org/makingstrides) to learn more.



**A Community of Support**  
The American Cancer Society has a presence in more than 3,400 communities across the country. We are also available anytime, day or night, at 1-800-ACS-2345 for information and emotional support.

Visit [www.cancer.org/stridesonline](http://www.cancer.org/stridesonline) to learn more ways your support is making a difference.



## **SPONSORSHIPS**

### ***\*Event Naming Sponsorship - \$1,500***

_____	<b><i>Lunch Sponsor . . . . .</i></b>	<b><i>\$500</i></b>
_____	<b><i>Dinner Sponsor . . . . .</i></b>	<b><i>\$500</i></b>
_____	<b><i>Closest to Pin . . . . .</i></b>	<b><i>\$250</i></b>
_____	<b><i>Longest Drive . . . . .</i></b>	<b><i>\$250</i></b>
_____	<b><i>Carts . . . . .</i></b>	<b><i>\$250</i></b>
_____	<b><i>Putting Green . . . . .</i></b>	<b><i>\$250</i></b>
_____	<b><i>Tee Sign . . . . .</i></b>	<b><i>\$250</i></b>

***Name of Sponsor:*** \_\_\_\_\_

***For more information on sponsorships, please contact:***

***Earl Eaton, CPCU at 631-841-0270, ext. 11 – [eeaton@eatoninsurance.com](mailto:eeaton@eatoninsurance.com)  
Jim Wenhold, CPCU at 516-785-5905 – [Daisyshirl56@yahoo.com](mailto:Daisyshirl56@yahoo.com)***

***Mail Checks payable to:***

***Long Island Chapter CPCU  
c/o LuAnne D'Elio***

***State Farm Insurance  
1305 Walt Whitman Road  
Melville, NY 11747***

***Contact Person: LuAnne D'Elio***

***Tel: 631-385-6819***

***Fax : 631-385-6810***

***\*Event Naming Sponsor includes a foursome for golf and dinner.  
Name will be prominently displayed and will be recognized  
throughout the outing.***