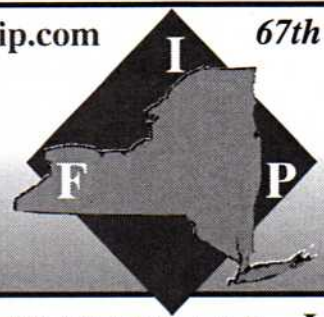


Winter 2007

Federation NEWS

www.fnyip.com

67th Year



FEDERATION OF NEW YORK INSURANCE PROFESSIONALS INC.

See You At
65th ANNUAL CONVENTION

Hosted By The Insurance Professionals of the Mohawk Valley
April 10-13, 2008

Doubletree Hotel - Syracuse, NY

Continuing Education Credits
INCLUDED IN REGISTRATION

THURSDAY, APRIL 10, 2007

"Auto Theft - 2 CE Credits
"Air Bags" 2 CE Credits

FRIDAY, APRIL 11, 2007

"Flood Ins: - How Does It Really Work? - 3 CE Credits
"Kids Personal Lines Hazard" - 4 Credits
Commercial Lines Coverage Gaps & Solutions" - 4 CE Credits

Business Meeting & Election of Officers
Installation of Officers
JEANNE PRILL Incoming President

Visit our website: www.FNYIP.com or Contact Tina Bobak at 914-738-4011 x3362 or tina@efk.com

*We are pleased and proud to announce
the recipient of Federations highest honor.*

2008 Insurance Professional of the Year
JUDI DEMARCO, FIPC

*Please join us in our celebration at FNYIP's 65th Annual Convention
when Judi will receive this special honor.*

EXECUTIVE BOARD

KATHY CROUGH
President
kcrough@@Rochester.rr.com

JEANNE PRILL
Vice President
Jprilltraining@hughes.net

SANDRA GARRISON
Recording Secretary
Sandra.garrison@peerless-ins.com

JENNIFER HAWES-ROBERTS
Corresponding Secretary
Computer Coordinator
Ferly72@aol.com

LAURA SANTO
Treasurer
lannsanto@yahoo.com

EFFIE TSOUKALAS
Past President
effie0212@aol.com

DANIEL F.A. PALMIERI
Director Region I
DFAP@aol.com

SHARON SENEY
Director Region II
Sharon.L.Seney@guycarp.com

LINDE PINTO
Director Region III
linde.pinto@thepartners.com

DEDE STAPERT
Director Region IV
tcappell@rochester.rr.com

Visit our website!
www.fnyip.com

PRESORTED
STANDARD
U.S. POSTAGE
PAID
PERMIT NO. 108
UTICA, NY

PRESIDENT'S MESSAGE

Kathy Crough, FIPC

I'd like to wish every member a very happy, healthy and safe holiday season.

The past three months have been busy ones. In September, I attended the NAIW regional meeting, along with Region IV director DeDe Stapert. There is interest in the Buffalo area in joining Federation. Stay tuned for developments. September 17th found me in Syracuse for Syracuse Insurance Professionals' 65th anniversary celebration. Three regional directors and our treasurer represented Federation. It was a wonderful evening complete with a nostalgic slide show.

In October, I attended the joint meeting held by Saratoga, Glens Falls and Albany associations, then the following night Jeanne Prill and I attended Westchester's meeting. The Region IV auction was a great success on October 18th. All three local associations worked hard to make the evening rewarding.



In November I attended the joint meeting for Mohawk Valley and Chenango Valley, and the GRIP meeting. Weather permitting I will be in Ogdensburg for North Country's December meeting.

The enthusiasm and energy I have seen while attending the local meetings is truly great. It certainly energizes me and encourages me about the future of Federation. I am looking forward to visiting the remaining associations before convention. Thanks to all for their hospitality and friendship. Don't forget your deadlines, journal ads, convention forms and resolutions. See you "camping along the Mohawk!" Happy Holidays!

QUARTER OF CENTURY

Elizabeth Pierce

FNYIP established the Quarter Century Club in 1986. To date there are more than 150 members. Are you qualified to join this group?

Please forward submissions for new members of the Quarter Century Club prior to March 1, 2008 Installation of New Quarter Century Members will take place at FNYIP 65th Annual Convention in Syracuse

Members Name: _____

Members Address: _____

Local Association: _____

Year Joined: _____

Association Presidents Signature: _____

Date _____

Contact me for additional information or should you have any questions.

716-861-6326 or
epierce6@twcny.rr.com

VICE PRESIDENT MESSAGE

Jeanne Prill

The holidays are a busy time for everyone and working on your association's membership is surely low on your list of priorities. Higher on the priority list are charitable contributions, wrapping gifts for needy families or ringing the bell for the Salvation Army. Each of our local associations really excels this time of year in giving back to their communities, which seemingly overshadows membership efforts.

However, your Holiday efforts are actually a part of membership recruitment!

Let your coworkers know what your association is doing for the community. Take lots of pictures so that you can share them with potential members in January and February, when most schedules have slowed down a bit. Invite guests to your January or February meeting and recap your Community Service successes from the Holiday season. The energy that you put into the Holidays is transferable to

your membership efforts down the road. So enjoy your holidays, give generously, support those that need it and "bank" a little of that energy for the new calendar year.

Very Warmest Wishes to all of my
F N Y I P f r i e n d s !

jprilltraining@hughes.net

PS: New mailing address: 6700 Daily Road, Rome, New York 13440.

IMPORTANT: Please send Retired Ins Professional applications to me by April 1, 2008. (see website for application)

INDUSTRIAL LIAISON

Elizabeth Pierce

The 2008 "L" day (Legislative Day) has been moved up to January 23rd. I am looking forward to joining hundreds of other insurance professionals and will be attending for the first time. Let me know if any other members plan on attending and

if anyone else has attended in the past please share your experience.

The Senate has passed the Terrorism Risk Insurance Program Reauthorization Act TRIPRA. This bill would extend the backstop an additional 7 years. Bill expires December 31. Hopefully, the House and Senate will produce a unified bill

for the President to sign.

Many of you know Kathy Weinheimer from IIABNY who was recently recognized as Person of the Year at Binghamton I day. Many of our paths have crossed with Kathy and agree she continues to be a great asset to our profession. Congratulation Kathy!

REGION DIRECTORS

REGION 1

Dan Palmieri

It's hard to believe that the turkey's been carved and the Holidays are practically upon us! This year is closing way too fast, and I do believe that in the spirit of these Holidays we give thanks for the things that are near and dear and important to us. Hold your family members and friends a little tighter this year, and make sure you tell them how important they are to you. I know I will be doing that this year.

We should also give thanks to this industry that brings us all together. Warts and all, the insurance industry is a tremendous field to work in. It has evolved in many ways over the years; and in recent years even faster than ever. Those of us who have been involved for a number of years can see the changes and, as evidenced by our survival, adapted to those changes. The alternative would have been to have been left by the wayside. We may not always agree with those changes, or view them to be improvements, or may just be afraid of how those changes affect the comfort zones we may be residing in, but reality is that without change, without adapting to the changing environment, without opening up to the new realities that face us, we will be

left by that wayside.

So as we conclude 2007 and prepare for the new challenges that await us in 2008, I wish all of you a Happy and "fun" filled Holidays, and an exciting New Year!

REGION III

Linde Pinto

Once again the holidays are upon us. It is such a joyful time but we also find ourselves stretched thin and stressed out! We need to concentrate on what the season is truly about and then we will be able to enjoy it that much more. Forget the crowds at the malls and the crazy traffic. Get together with loved ones and friends and reaffirm the connections between us all.

I have enjoyed making new connections with the members of FNYIP in my region and hope to make many more.

Congratulations to Kathy Weinheimer, CPCU, AAI for being recognized as the Insurance Person of Distinction at Binghamton "I" Day on November 15, 2007. This award could not have gone to a more deserving person!

Wishing all of you a safe and happy Holiday Season!

REGION IV

Dede Stapert, FIWC



Bill Stapert, DeDe Stapert, Representative from Knights of St. John - unnamed athletes

My husband Bill and I were thrilled to represent Federation at the New York Special Olympics Fall Games held in Rochester last October.

We attended the opening reception and worked in the Olympic Village on Saturday. We had some volunteers from the Lawley Andolina Agency working with us Saturday. Thanks, Sherry Ford!

Auburn Ins Professionals, Crossroads Professionals and Genesee Region members were all on hand for the charity auction. A total of \$2,077.70 was raised for Mercy Flight Central New York. This is a huge amount considering there were only 40 people attending.

Best Wishes to all for a Happy, Healthy and Peaceful Holiday Season.

COMMUNITY SERVICE

Ann Marshall

This the season to be thankful for all of our blessings and each Local Association continue to strive on the true meaning of sharing our blessings with each individual that we touch in a heartfelt way, not only during the holiday season but throughout the year.

Although our membership is small, we have a strong nucleus of members whom never loose sight of our focus and that is to better serve our neighbors, your services to your communities are unique gifts that flow like a never-ending river throughout New York State and beyond.

It is through the efforts of each member and our friends that we are able to accomplished so many goals, it is never one individual that can finalize a task that comes our way, but a core of dedicated individuals that always finds the time to meet a deadline when it may

be difficult at times.

I thoroughly enjoy reading, hearing or witnessing the service projects that our members are involved in and look forward to comprising the list from all our local associations so I can share possibly new ideas with another association.

Although I was unable to attend the Special Olympics Fall Games October 5-7th, in Rochester, Region IV Director DeDe Stapert organized and volunteered her services and we had seven volunteers from the area of Rochester who were able to attend the games. I wish to thank each of you who attended the games and know that you all had a wonderful time. Through the efforts of our association we were Silver Sponsors and Special Olympics presented us with a plaque. Special Olympics of New York truly appreciates all we continue to do for our charity of choice and remember

our special award of appreciation belongs to each member!

On September 25th, we were invited by Special Olympics to attend their "World Games Celebration Dinner" in Albany, I was unable to attend but Judi DeMarco, Sharon Seney and Laura Santo were present to represent Federation.

We are able to be Bronze Sponsors at the winter games in Rochester and the dates are February 6-8th, 2008, those wishing to volunteer please let me know and I will be sure you are provided with the necessary information.

I wish to thank each member for all your support; it is my honor to serve in this capacity, best wishes to each of you during the holidays and throughout the year.hank you for serving FNYIP with pride.

EIGHT TIPS FOR WRITING BETTER

submitted by **RECORDING SECRETARY**
Sandra Garrison, SCLA, FIPC

Poor writing can cost you customers. Here are 8 tips to shape up your letters.

Avoid Stuffiness

Instead of: "Should you have any questions, please call me"

Use: "If you have any questions, please call me"

Instead of: "is in receipt of" Use: "has"

Avoid Wordiness.

Instead of: We are the insurance company for Twin Lake Properties Try:

We insure Twin Lake Properties

Avoid Hedging.

Instead of: We understand Mr. Smith was arrested... Try: Mr. Smith was arrested...

Don't Assume.

Avoid phrases like "Thank you for your anticipated Cooperation."

Instead, motivate the reader to take action. Save "thank you" for things that have already been done for you.

Use Active Language.

Instead of: We request that notice be placed in the permanent record.

Write: Please place this notice in the permanent record.

Emphasize Reader Benefits.

Before you make requests, ask your self: What's in it for the reader? Find a reason the reader will comply before making the request. Ex: To speed settlement, please send us the information with in a week.

Keep your opinion separate from the facts.

This is hard to do, especially with investigation reports. Steer clear of editorial judgments.

Avoid Antiquated Phrases.

Instead of: Deem it advisable. Suggest: Suggest

Instead of: Kindly Use: Please

Instead of: Enclosed please find Use: I've enclosed

Happenings

At . . .

FULTON

The Insurance Women of Fulton County have been collecting items for the Hometown Soldiers Fund. The collected items were given to Sandy Steele, organizer of the fund, in early November. They should reach our troops by Christmas.



The ladies held their annual Christmas Auction on 11/8/07. Auctioneers Toni Hallenbeck and Elaine Giaquinto kept the items moving and the crowd laughing, with their antics. The money raised went to four families in need. This year's auction was the most successful to date. Special guests included Laura Santo and Sharon Seney from Federation.

Terri Hoyt organized a flood seminar for local insurance professionals. The class took place at the Perthshire in Perth, NY, on November 27, 2007. Thirty people took advantage of the class instructed by Thomas Waite of the National Flood Service.

Toni Hallenbeck held two defensive driving classes in November.

At the December meeting, the ladies will be collecting food for a Christmas dinner basket for a family that is going through a difficult time.

It is with great sadness that we accepted the resignation of long time member Toni Christman. Toni is no longer working in the insurance industry. For the past few years, she has remained a loyal, hardworking member. Now she has chosen to move on. We wish her the best in the future.

Award given by the Syracuse Insurance Professionals. Colleen has been a member of SIP for 25 years and held every position on the board and is currently President - Elect.

She is a long time supporter of the American Cancer Society and has participated for many years in the Making Strides Against Breast Cancer, the Relay for Life as well as the Daffodil sale in the spring. She is also actively involved in the Make a Wish Foundation and Paige's Butterfly Run. Colleen is active in her Church and has a part-time business with a friend doing crafts called Stitches Etc.

CONGRATULATIONS COLLEEN!

Colleen Franklin . . .

Insurance Person of Distinction

Colleen was honored at the 47th Annual Syracuse I-Day held on October 25, 2007 at the ON Center in Syracuse, NY. Over 600 people attended the luncheon.

Colleen has been in the Insurance Industry for over 30 years. She graduated from SUNY Brockport and started at CNA as a temp until she could pursue a career as a High School English Teacher. She is currently an Account Manager at Zurich Insurance Company.

She is currently pursuing her CPCU and has been the recipient of the Ruth Wicks

Happenings At . . .

Cont'd

Southern Tier Ins Professionals

Our Association helped with the Special Olympics Bowling on November 18th at Midway Bowling Alleys in Vestal, NY. Besides some of us keeping score for the athletes, we had Santa come to give take their Christmas wishes back to the North Pole. Each athlete had their picture taken with Santa as a memory of the day compliments of STIP. We took over 165 photos for them. They enjoyed pizza and soda also provided for them. Fun was had by all!!

We are looking forward to the holidays and have a family that we are providing gifts for Christmas. The family has a 1 yr old girl and we are looking forward towards making this Christmas special for them.

Best wishes for the holiday season and a Happy New Year. Please stay safe - drive carefully.

Ins Prof of Mohawk Valley

For our September meeting, we had a speaker, Chuck Stevens from the Oneida Savings Bank on Wills & Estate planning. It was very informative and we learned how important it is to plan for these life events

At our October meeting we had a Continuing Education course on Do Not Call, Anti-Spam & Do Not Fax. Our own Mishell Magnusson taught this! It was very interesting & informative. One of the most important things we learned is that you need to put yourself on the Do Not Call list, every 5 years.

In November meeting we had a joint meeting with the Ins Prof of Chenango Valley. The guest speaker was Jim Julian, who spoke on Structured Settlements. This was a very interesting topic & gave us insight into claims settlements on insurance policies. All had a great time!

For December we are planning to judge our safety posters. We will also collect toys, hats scarves & mittens for the Salvation Army's children in need. We are looking forward to ringing the bell for the Salvation Army also!

Our January meeting will focus on Self Defense Safety. Sounds like a good one! We have a lot of interesting topics lined up for this year!

We at IPMV wish all of you a happy & healthy holiday season!

Syracuse Ins Professionals

Syracuse Ins Professionals were Co-hosts of the 47th Syracuse I-Day (Central New York's largest Insurance event) held 10/25/2007.

This year SIP's Vice President, Colleen

Franklin was the recipient of the Insurance Person of Distinction for 2007. She has been in the insurance business over 30 years and her commitment to the Syracuse Insurance Professionals for over 20 years along with her support for the American Cancer Society, Make A Wish Foundation, Relay for Life and Paige's Butterfly Run, make Colleen a winner. We Congratulate her!!!

SIP also has had some growth to their membership and hope to install about 8 new members in January 2008

SIP Members will stay warm as winter approaches and prepare to fill out the forms for Convention in Syracuse April 2008. See you then!

Genesee Region

GRIP sponsored a Defensive Driver course in October for 33 people (6 members and 27 public attendees). GRIP covered the registration fee for members who met attendance goals for regular meetings during the last year.

In December, we once again remembered the less fortunate via toy donations to the Salvation Army.

GRIP members are eagerly looking forward with great anticipation to FNYIP's 65th Annual Convention and already have ideas for their costumes on Friday night!

See you there!

Happy Holiday to one and all!

Queens County Ins Professionals

QCIP has been very busy since we held our first meeting at Belmont Steak House on October 4th. This was our JRS Awards night. We were proud to honor our president, Daniel Palmieri, as the recipient of the JRS Award.

On November 4th, we held our 17th Annual Walk A Thon for Special Olympics in memory of Irma Scarpa. We had 16 walkers and it was a huge financial success, raising more than \$3,000. Our special thanks to Bob Scarpa and his committee for the excellent job.

We look forward to our 4th Annual Holiday Party at the Milleridge Inn on December 7th, at which time we will collect Toys for Tots.

We wish everyone a Happy Holiday and Healthy New Year.

Hudson Valley Ins Professionals

Happy Holidays to each and everyone!

First, I would like to apologize to our Insurance Professional of the Year, Dorothy LaBounty. She was given the award at our June banquet, and I inadvertently left this wonderful news out of my last article. Dorothy works at the Fingar Agency in Hudson, was our Community Service Chair, is serving her second term as a Director, and is currently our Safety Chair. Dorothy, please accept

my apologies!

We were finally able to have a speaker from the Greene County DMV at our November meeting. They had originally been scheduled for January of 2007. However, we had to cancel some meetings due to snow and flooding.

For Thanksgiving, members brought food for several Thanksgiving Dinners for the Leeds-Athens Food Pantry. HVIP also donated money so the Pantry could buy turkeys for the dinners.

For Christmas, we have adopted a family with three young children. Members are bringing in toys, clothing, and items for a food basket. HVIP is also donating money to purchase any items the members may not have thought of!!!

Our Christmas Party will be held on Monday, December 17, 2007, at the Ambrosia in Catskill.

We look forward to having Bob Novack from Preferred Mutual, Ed Smitkin from New York Central Mutual, and Federation Members at our meetings in the New Year. Happy New Year!!

Insurance Professionals of Chenango Valley

Like everyone, this is the Insurance Professionals of Chenango Valley's busy time of year. We just wrapped up our School Supply community service. To help out families that might be in need, we give two-area school 'tons' of school supplies that can be given to students who need them so everyone has what they need to succeed in school. We have provided pencils, crayons, folders, paper and backpacks to name just a few. This year we received a picture thank you from one 2nd grade class. They were really fun to look through.

A fund-raiser that we do every year is a Christmas basket raffle. We get 3 or 4 very big baskets and fill them with a wide assortment of Christmas goodies. We then raffle them. Everyone at New York Central Mutual and Preferred Mutual look forward to this raffle.

Over the summer we sponsored a bus trip to Menopause the Musical at the Syracuse Stage. Everyone that went said it was the funniest thing they had ever seen. I was told, "It's the best therapy there is for stress" and "I laughed so hard my face hurt the next day". We did not quite fill the bus, short a couple of people but we still make money for the group. We are now looking for another show for the spring to do it again.

Our November Meeting will be a joint meeting with the Mohawk Valley group.

The leaves are turning and the temperature is going down. The holidays will be here before we know. The IPCV wish everyone Happy Holidays.

FEDERATION OF NEW YORK INSURANCE PROFESSIONALS INC. NOMINATING REPRESENTATIVE/VOTING DELEGATE 2008

Submit Prior to March 1, 2008
(Please print in dark blue or black ink or type)

Association Name _____

Date Appointed _____

Nominating Representative/Voting Delegate _____

Address _____

Work Phone _____ Home Phone _____ Email _____

Second Voting Delegate (if any) _____

Address _____

Work Phone _____ Home Phone _____ E-mail _____

This is to Certify That These Representatives Were Appointed/Elected As Delegates With One Vote Each
(Two Votes If Only One Delegate Listed) To The Annual Convention of the FNYIP, Inc. in April 2008

President _____ Date _____

Recording Secretary _____ Date _____

FEDERATION STANDING RULES REQUIRE THAT THE ABOVE FORMS MUST BE RECEIVED BY THE COMMITTEE NO LATER THAN MARCH 1, 2008. IF THE RESUME IS NOT RECEIVED BY THE DEADLINE, THE CANDIDATE CANNOT BE CONSIDERED FOR AN ELECTED POSITION. ALSO, IF THE CREDENTIALS FORM IS NOT RECEIVED BY THE DEADLINE, THE ASSOCIATION WILL HAVE NO VOTING DELEGATES NOR ANY NOMINATING REPRESENTATIVE.

CONVENTION 2008 REMINDERS

Department	Deadline Date	Committee Chair
Candidates Resume for Officer/ Committee-w/ picture	03/01/2008	Rose Horton
Nominating Representative/Voting Delegate forms	03/01/2008	Rose Horton
Quarter Century Club Applications	03/01/2008	Elizabeth Pierce
Resolutions	03/01/2008	Sharon Seney
Journal Ads	03/01/2008	Jean Pickett
Convention Registration	03/01/2008	Effie Tsoukalas
Hotel Registration	03/05/2008	Directly w/hotel
Education Registration Form	03/15/2008	M Magnusson
FIPC Application Form	03/25/2008	Robin Miller
Jeanne H. Tice First Timer Scholarship Application	04/01/2008	Effie Tsoukalas
L. Justine Gobel Scholarship Application	04/01/2008	Effie Tsoukalas
Membership Attendance Statistics	04/01/2008	Jeanne Prill
Retired Insurance Professional Application	04/01/2008	Jeanne Prill
Exhibitors – Need Your help on this		Tina Bobak
Sponsors – Need your help on this		Tina Bobak

Please bring the following with you to convention or send with a representative by Thursday Board Meeting:

- ✓ Association Banner ✓ Association Scrap Books ✓ Proclamation
- ✓ Safety Poster Contest Entries ✓ Special Olympics Bountiful Basket Items

FEDERATION INSURANCE PROFESSIONALS CERTIFICATE

Robin Miller, Chairperson

The Federation of New York Insurance Professionals, Inc. shall recognize the member with a certificate, who qualifies through application to Federation FIPC chairperson certifying the following criteria, has been met.

1. Been a member of Federation and/or affiliated association for a minimum of 5 years. Membership commences the date local by-laws are accepted by Federation and dues paid.
2. Held an office or chairmanship of their local association for a minimum of 2 years.
3. Successfully met one of the; following Education requirements:
 - Holds a Chartered Property & Casualty Underwriters designation (CPCU)
 - Holds a Chartered Life Underwriters designation (CLU)
 - Holds Certified Insurance Counselor designation (CIC)
 - Holds a NYS Agents or Brokers license in Property/Casualty and/or Agents license for Life or an adjustors license
 - Have successfully completed the Personal Lines Certified Insurance Service Representative (CRSR) Curriculum of PIA or the ACSR curriculum of IAABNY
 - Holds Associates in Personal Institute (API)
 - Hold certificate of Life office management association (LOMA Course I) or hold Fellow Life Management Institute Designation (F'LMJ)
 - Hold certificate from Health Insurance Association of America (HIAA) in either complete principles of Group Health Insurance I and I (Of principles of Individual Health Insurance I and II)
 - Holds an Associates rank 111 either the Society of Actuaries or the Casualty Actuarial Society Holds five (5) parts of Associated designation from Insurance Institute of Canada AAHC) Holds certificate of Insurance Institute of America IIA In one of the following: INS, ARM, AIM, AIC, AICM, AU, AIAF, A.PA, AAM, AMIM, ARP
 - Research and Planning- AAI holds a full membership in the association of Average Adjustor or holds Certificate from the International Foundation of Employee Benefits
 - Plan as a certified Employee Benefits Specialists (ten parts) or Holds Associates in
 - Life and Health Claims designation from the International Claims Association ALHC
 - Holds an Associates in Property Claim Law Associates PCLA from IIA
4. The local President, attesting to membership in Federation, shall sign the application. Documentary evidence of Educational qualifications MUST be attached to the application.
5. The FIPC Chairperson, Robin Miller, will accept applications and prepare certificates for qualified applicants. Applications win be reviewed by the FIPC Chairperson and two Board Members for eligibility
6. FIPC official jewelry shall be available only to this who has qualified for the FIPC designation.
7. The FIPC certificate will be presented to new recipients each year at the annual convention

APPLICATION FOR FIPC DESIGNATION (formerly FIWC)

Name: _____

Address: _____

Affiliated Association: _____

What office or chairmanship have you held (minimum years) and dates held: _____

Verified by Local Association President: _____ Date: _____

I hereby submit my application to Federation for the FIPC designation with documentation attached, certifying my education requirements in the following area: _____

Designation Committee approval: _____ Date: _____

Federation Board Member: _____ Date: _____

Federation Board Member: _____ Date: _____

Return to: Robin Miller, 4763 Norstar Blvd. Suite 117, Liverpool, NY 13088

Phone: 3154510865 Fax 3154510865 e-mail; r m103@aol.com

APPLICATION DEADLINE IS MARCH 25,2008

RESOLUTION APPLICATION

Sharon L. Seney, CPIW, FIPC

Name of Recipient: _____
Served on Federation Board: _____ yes _____ no
Reason for Resolution: _____
Local Charter Member: _____
Memorial to Death of Member: _____
Commemorate an anniversary of _____ years
Other: _____
Local Association: _____
President's Signature: _____ Date: _____

Please note all resolutions are subject to review and approval by the FNYIP Board at their Spring 2008 meeting. You can submit resolutions at any time throughout the year, up to the application deadline. The deadline for the 2008 FNYIP Convention is April 1, 2008.

Receipt of application will be acknowledged within 10 business days.

If you have any questions, please contact me: e-mail: Sharon.L.Seney@guycarp.co9,

Sharon L. Seney, CPIW, FIPC

518-872-0711 Fax 518-456-0350

Voorheesville, NY 12186

Work 518-862-7723

In Case of Emergency Numbers (ICE)

Eight out of ten people aren't carrying information that would help if they were involved in an accident. Storing next of kin details in your mobile phone can assist the emergency services if you're unable to tell them whom to contact.

How does it work? Simply use your mobile phone book to store the name and number of someone who should be contacted if you have an emergency. You can have more than one contact person simply by adding the number (1) (2) or (3) after each ICE entry.

ICE stands for "In Case of Emergency: It's what emergency services personnel will look for if you're involved in an accident and have your mobile phone with you.

Getting Started: On most mobile phones you simply need to select "Contacts" and choose "Add New Contacts", then enter the letters "ICE" followed by the telephone number of your emergency contact person. Make sure you choose a number that's easy to get in touch with – a home number could be useless in an emergency if the person works full time. We recommend that you enter daytime and evening numbers where this is

possible.

What should I do next? Your "ICE" Contact person should have a list of people to contact on your behalf, such as your place of work, DR. etc. In addition, they'll need to know about any medical conditions that could affect your emergency treatment, including allergies or medication.

STORING AN ICE NUMBER MAKES IT EASIER FOR EVERYONE IF YOU'RE IN AN ACCIDENT. IT ONLY TAKES A FEW SECONDS, SO PLEASE DO IT TODAY.

(Visiting Nurse Service - Safety & Security Tips 5/1/07)

Federation NEWS

The Official newsletter of the Federation of
New York Insurance Professionals, Inc.

Editor: **Janice Goody**

Published by: Graphically Speaking

Send articles and advertising to:

Janice Goody 1378 Oakfield Avenue

Wantagh, NY 11793.

Email: GKMJ45@optonline.net

Work: 631-673-7600 x25 FAX: 631-351-1700.

Advertising Rates

Through our publication, your advertisement reaches more than eight hundred insurance professionals across the state and appears next to timely and important news about the association's chief activities.

Ad Size	Dimensions	One Issue	Two Issues	Three Issues	Four Issues
Full pg	8"x10.5"	\$200	\$230	\$345	\$450
Half pg	8"x5.25"	\$125	\$160	\$240	\$320
Quarter pg	4"x5.25"	\$80	\$100	\$150	\$200
Eighth pg	2"x2.5"	\$40	\$50	\$75	\$100

Deadline For Winter Issue Is March 1, 2008

**IF YOUR MAILING ADDRESS HAS
CHANGED ...**

Notify: **Jennifer Hawes-Roberts**
216 Academy St. • Boonville, NY 13309
Please include new 4-digit zip codes

Upcoming FNYIP Events

65th ANNUAL CONVENTION

Hosted By The Insurance

Professionals of the Mohawk Valley

April 10-13, 2008

Doubletree Hotel - Syracuse, NY

Efthymia Tsoukalas

Assistant Vice President



15 MAIDEN LANE, STE. 800, N.Y., N.Y. 10038

Telephone: (212) 363-2950

E-mail: effie0212@aol.com

Fax: (212) 425-2539

Web: excisebond.com

Visit our website!
www.fnyip.com

We thank you for letting us serve your needs,
and keeping us #1 in the alcoholic beverage
license and permit bond business in New York State.

- 7 leading surety firms • Low Premiums
- Serving brokers and agents since 1933 • Unexcelled service
- Equitable commissions • Automatic bond renewal

EXCISE BOND UNDERWRITERS

15 Maiden Lane, Suite 800 New York, N.Y. 10038 ■ (212) 363-2950

ANN MARSHALL
LICENSED ACCOUNT
REPRESENTATIVE

EIFERT FRENCH & KETCHUM

INSURANCE & RISK MANAGEMENT



330 Fifth Avenue
Pelham, NY 10803
(914) 738-4011, tel
(914) 738-4303, fax
AMarshall@efk.com
www.efk.com

NYSP
NEW YORK SAFETY PROGRAM



New York Safety Program

Register To Become A Certified Instructor
Teach the Defensive Driving Course in your Community
Part time 2-3 Hour Sessions Earn up to \$125.00 for 6 hours

Benefits for Instructor

- Violation point reduction (4 points) on your driver's license.
- Save \$300.00-\$1500.00 on your auto insurance for three years.
- Improve your public image while improving traffic safety.

Workshop For Instructor Training Classes Available At the Annual Conference For
The Federation of New York Insurance Professionals Inc.

Benefits for those who take the Defensive Driving Course

- Six Hour class - no testing
- Violation point reduction (4 points) on your driver's license.
- Save \$300.00-\$1500.00 on your auto insurance for three years.
- Help encourage safer driving habits
- Approved by NYS Department of Motor Vehicles

For detailed course information to become an Instructor
Please call Denise Borgese at
New York Safety Program at 718-748-5252 or 1-800-942-6874
E-mail: nyspinfo@nysp.com
Website: <http://www.nysp.com>



Borg & Borg, Inc. Insurance

148 EAST MAIN STREET
HUNTINGTON, N. Y. 11743
(631) 673-7600
FAX: (631) 351-1700
janiceg@borgborg.com

JANICE M. GOODY, FIWC
UNDERWRITING MGR.