

THE PRODUCER

WOMEN'S INSURANCE NETWORK OF LONG ISLAND

October 2007

Visit our Website – www.winli.org

WINLI Monthly Meeting

Tuesday, October 23, 2007

Wicker's Restaurant

206 Old Country Road
Hicksville, N Y 11801

BOSS APPRECIATION NIGHT

Guest Speaker to be announced
Topic: Disaster Preparedness

Cost: \$35.00

Please mail your check [payable to WINLI] to:
Janice Goody
1378 Oakfield Ave
Wantagh, NY 11793

President's Message

Denese Thompson

October is Breast Cancer Awareness Month, it is also WINLI's Anniversary Month, Halloween, Fall really kicks in (although you won't know it as it's 80° today) and October 16th is "Boss's Day". We are going to make our October meeting "Boss's Night." Invite your bosses to this meeting where we will give them special recognition.

I'd like to thank Dr. O'Connor for his presentation last month. Although I wasn't there, I heard it was very informative and well received by our members. The Region I Golf outing was well attended by Region I members and guests. The weather cooperated and it was a glorious day.

Changing our name - I understand the topic was discussed in the September meeting, but I haven't received much feedback. Please feel free to email me with your thoughts on the name change. Understand the change is inevitable. It's just a matter of what we change it to. So, please provide your feedback as soon as possible. Again, the suggested choices are "**Insurance Network of Long Island, Inc.**", "**Long Island Insurance Professionals**" or "**Insurance Professionals of Long Island.**" We need to select a name and take a vote on this change very quickly. We will be doing our first "Save the Date" mailing for the 2008 Charity Auction in November. Please email me your suggestion denese@esuretybond.com.

October is Breast Cancer Awareness Month and there is lots that going on around town to mark it. The Making Strides for Breast Cancer Walk sponsored by The American Cancer Society is on Sunday October 14th. SASS Foundation is having their annual Breast Cancer Awareness Day on Saturday, October 20th at The Melville Marriott from 9:00 to 2:45pm. Free Admission with pre-registration. Contact me for more details if you or someone you know is interested in attending

This Saturday, October 13, 2007, I will be attending **FNYIP Fall Board Meeting**, in Syracuse. I will pass on any information from the meeting at our meeting.

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CALENDAR OF EVENTS

10/04/07	QCIP JRS Legacy/Monthly Mtg.	Belmont Steaks, Glendale, NY
10/14/07	Breast Cancer Walk	Jones Beach, NY
10/20/07	SASS Foundation Breast Cancer Awareness Day	The Melville Marriot Hotel, Melville, NY
10/23/07	WINLI Mtg. Boss's Night	Wicker's Restaurant Hicksville, NY
11/1/07	Downstate Conference	Huntington Hilton, Huntington, NY
12/6/07	Annual Holiday Party w/ Tri-County & CPCU	Chateau Briand Carle Place

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SAFETY SECTION

(The Safety Sections will feature Safety Tips for this Year's Safety Topic)

SAFETY ON WHEELS

Roller Sneakers

"Heeling", the latest trend today, wheeled sneakers that let kids zip down sidewalks, across playgrounds and through mall crowds. They also do their fair share in sending them rolling into emergency rooms on a stretcher.

This new phenomenon is named after Heelys, the most popular brand that is being sold in 70 countries and has been recently landed atop BusinessWeek's annual list of fastest growing companies.

However, children all over the world are being treated for

even death were reported while wearing these shoes. None of these children were wearing protective gear.

Use the Right Gear

Just like in skateboarding which was discussed last month, it is important that if you're going to allow your kids to where these sneakers that they always wear proper protective gear:

- Never ride without a helmet. It should fit snugly and have a chinstrap. The helmet should not impair vision and hearing.
- Use additional protective gear, including slip-resistant shoes, pads for knees, elbows, and hips. Padded jackets, wrist braces, and special skating gloves can also help absorb the impact of a fall

Know How to Fall

Knowing how to fall safely can help reduce your chances of a serious injury. Here are some tips:

- When you fall, try to roll rather than absorb the force with your arms, wrists and hands.
- Try to land on the fleshy part of your body.
- Do your best to reflex your body during a fall. The stiffer you are, the greater chance of injury.

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Downstate Insurance Agency Council 76th Anniversary Regional Conference

Mark your calendars for **Nov. 1, 2007** for Downstate Conference @ Huntington Hilton. Included in with this newsletter, are the Registration and Sponsor forms with details on the program. The topic this year – "Yesterday, Today and Tomorrow" will include a Panel of Past Superintendents of Insurance of NYS will discuss where the industry has been and where it is going. The will also be honoring the Insurance Company Person of the Year, General Agent of the Year and Installation of new officers and board.

As you know the Downstate Insurance Association Council Board is made up of 2 representatives of each of the major insurance agencies in the downstate NY area – Tri-County; QCIP; WINLI, CIB, Suffolk County Agents, CPCU Society- LI Chapter. Currently Ricki O'Connor and I sit on the Board representing WINLI. In November, I will be moving to an officer position and we will need another member of WINLI to sit on the board. Please see me if you are interested in filling this position.

One of the objectives of Downstate is to present important insurance issues affecting the Downstate area to the State legislation and to lobby for meaningful changes in the insurance law. WINLI is currently being asked to provide 3 top issues for Downstate to consider when putting together a position paper. Some topics currently being considered include – Insurance for Coastal properties; Labor Law, Contingent Commissions for agents, and Late Notice. Please provide your input on issues we would like to see considered. Email me your comments asap.

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SAFETY SECTION

Don't Take Risks

Balancing on the wheels can be tricky, especially for novices. In the Irish study, most injuries were in new users and occurred with kids fell backward while trying to transfer their body weight. Something as small as a tiny piece of gravel getting caught up in the wheel can stop you cold.

Heely's study done in April shows that their shoes have a safer injury rate than skateboarding, inline skating and even swimming. However many schools and malls have banned the riding these sneakers on their properly.

These shoes are sold with safety information including a recommendation to wear protective gear.

Information provided from Safety.com

EMPLOYMENT OPPORTUNITIES.....

- North Shore Nassau County agent looking for a full time Personal Lines CSR with experience. Benefits available.
- Roslyn Heights agency looking for a full-time Personal Lines CSR with experience.
- Entry Level/Clerical Positions in Insurance Agency located in Garden City, NY – No experience necessary, will train. College degree required (2 or 4 years).

If interested in any of the above listings?

Please contact Trish Dean at 516-581-6461.

FLYERS ARE ATTACHED FOR THESE EVENTS

RESERVATION FORM – WINLI OCTOBER MEETING

DOWNSTATE INSURANCE ASSOCIATIONS COUNCIL – 76TH ANNIVERSARY REGIONAL CONFERENCE REGISTRATION FORM

Any member interested in contributing an article should e-mail it to:

Denese Thompson at denese@esuretybond.com

Please send in MS Word format (.doc).

We will review your article and let you know if we can include it in a future issue.



WOMEN'S INSURANCE NETWORK OF LONG ISLAND

October 2007 Dinner Meeting

COME OUT AND BRING YOUR BOSS
IT'S BOSS'S NIGHT

Guest Speaker TBD

Topic: Disaster Preparedness

When: Tuesday, October 23, 2007

Where: Wicker's Restaurant

206 Old Country Road
Hicksville, N Y 11801
516-433-6466

Time: 6:00PM – Cocktail Hour – Dinner & Program to follow

Cost: \$35.00

Email registration to

Denese Thompson – denese@esuretybond.com or Janice Goody – gkmj45@optonline.net

RESERVATION FORM WINLI'S OCTOBER 2007 MEETING

Name(s): _____

Name(s): _____

Agency/Company: _____

Phone #: _____

Enclosed is a check for \$ _____ for _____ reservations.

Please make check payable to WINLI and mail to:

Janice Goody
1378 Oakfield Avenue
Wantagh, NY 11793



P.O. Box 812
Lynbrook, NY 11563

76th Anniversary Regional Conference
Daniel F. A. Palmieri, Chairperson
P. O. Box 312
Jericho, N. Y. 11753
Tel: 516-622-0030
Fax: 516-622-0034
E-Mail: DFAP@aol.com

Dear Friends:

On Thursday, November 1st, 2007, the Downstate Insurance Associations Counsel will be holding its 76th Annual Conference at the Huntington Hilton. As chairperson of the conference, I would like to take this opportunity to invite you to participate as a vendor, advertiser and/or sponsor.

For many years "Downstate" ran what was the premier convention style conference for the greater New York and Long Island area. After several years of not having the conference, we decided to try again last year. After the tremendous success we had, we are continuing in running this important event.

The theme for this year's conference is "The Insurance Industry; Yesterday, Today & Tomorrow". Our program will include participants who, by virtue of their current and past positions, will be providing commentary of where the insurance industry has been; currently is; and perceptions of where we will be in the future.

Additionally, we will be honoring the Insurance Company Person of the Year and General Agent of the Year. Other awards, door prizes and grand door prizes, along with a luncheon program and installation of this year's officers will make this another event not to be missed!

Enclosed with this letter is a copy of our vendor flyer for the conference. Please complete and return this at your earliest convenience. If you have any questions, please feel free to contact me at my above telephone number or email address.

Thanking you in advance, I remain,

Very truly yours,

Daniel F.A. Palmieri



DOWNSTATE

Insurance Associations Council



Thursday, November 1, 2007

Huntington Hilton

Melville, NY

Exhibit Contract • Program Advertising • Sponsor Opportunities





After last year's success, the 76th Anniversary Downstate Conference

will again be held at the Huntington Hilton Hotel on Thursday, November 1st from 9 am to 2 pm. The Downstate Council consists of representatives from TriCounty IIANY, Suffolk IIABNY, CPCU – LI, WINLI, QCIP and CIBGNY. All these organizations will have their membership participate in this great event. An exciting program has been put together which will bring out agents, brokers and insurance company representatives. We invite you to participate. Please join us as a sponsor, advertiser and/or exhibitor TODAY! **Bruce Chester, President-elect of Downstate**

SCHEDULE OF EVENTS **7:00 am to 3:00 pm**

◆ 7:00 am – 9:00 am - Set up Vendor Booths	◆ 11:30 am – 12:30 pm - Exhibitors Door Prizes
◆ 9:00 am – Noon - Registration	◆ 12:30 pm – 2:00 pm - Lunch
◆ 9:00 am – 12:30 pm - Exhibit Hall Open	- Installation of Officers - Luncheon Speaker - Grand Door
◆ 10:00 am – 11:30 am - Meeting Session	Prizes & Awards
◆ 2:00 pm – 3:00 pm – Vendor breakdown	

Note – Vendors can set up as early as 7am on Thursday but must be set up by 9am. Let us know of special needs.

PROGRAM JOURNAL ADVERTISING CONTRACT

The Journal includes the Downstate program; information on the officers, directors and committees, a full exhibitors' directory and other useful information. Color advertising is available.

For more information about advertising, please call Jeff Schmitz at 631-332-0880 or jeffs@upac.com.

Deadlines: Ad reservations due September 25 * Ad copy due October 1

◆ ALL COVER ADS ARE TWO-COLOR AT NO EXTRA CHARGE ◆

PLEASE RESERVE:

- | | | | |
|---|--------|--|-------------------------|
| <input type="checkbox"/> Full Page (3 x 7) black & white | \$ 175 | <input type="checkbox"/> Ad is enclosed | <i>Media Preferred:</i> |
| <input type="checkbox"/> Back Cover (2 color or b&w) | \$ 300 | <input type="checkbox"/> Please create ad for us | PDF file, |
| <input type="checkbox"/> Inside Front Cover (2c or b&w) | \$ 250 | (copy, logo enclosed) | 300 dpi or greater |
| <input type="checkbox"/> Inside Back Cover (2c or b&w) | \$ 250 | <input type="checkbox"/> Ad being sent by my | |
| <input type="checkbox"/> Half Page (3x3½) black and white | \$ 100 | advertising agency | |

Contact Name _____ Phone # _____

BOOTH EXHIBITS **Information and Contract**



To reserve your booth, please fill in the requested information below and return the completed contract with your check as soon as possible. The exhibition area will be open to all attendees from 9 am to 12:30 pm. You will have an opportunity to award Exhibitor door prize at this time.

Exhibitor fee includes one complimentary ticket, which provides entrance to the meetings, reception and lunch. Additional tickets are available to exhibitors when purchased with this completed contract and your check for payment. Your exhibit booth, approx. 6 x 8 feet, includes one 6 foot table with tablecloth and two chairs. Please indicate, below, if you do not need a table or if an additional adjacent table is required. Booth reservations and locations will be determined by received date.

Please return your completed contract with full payment to secure your booth reservation to: Downstate Insurance Associations Council, PO Box 812, Lynbrook, NY 11563. For more information, call Jeff Schmitz at 631-332-0880 or jeffs@upac.com. Let us know if you would like to donate a door prize to be given away before lunch.

We look forward to seeing you there!

PLEASE RESERVE:

- Booth(s), no electricity @ \$350 each
- Booth(s), with 110 outlet @ \$375 each
- Booth(s), with 20 amp quad @ \$425 each
- Additional tickets @ \$80 each

High Speed Internet Addnl. \$150

TOTAL PRICE \$ _____

Contact Name _____

Phone # _____

Contact Name _____

Phone # _____

TYPE OF BOOTH (check one)

- Free Standing* Table-Top Other (specify)

***MANDATORY** – please provide below, measurements of your free-standing booth:

Height _____ Width _____ Depth _____

TABLES NEEDED (select how many you need)

- none 1 2 (add \$200)

Does your booth require any special accommodations? Please explain.

Will you be donating a door prize to be given away in the Exhibit Hall? Yes No

What products or services will you be exhibiting
Please specify.

Will your booth feature a gimmick or game?

Please provide the names of those persons who will be manning your booth:

1) _____

2) _____

3) _____

4) _____

◆ Please attach completed Exhibitors Contract on reverse side of this brochure ◆

SPONSOR OPPORTUNITIES



**Regional
Conference**

Luncheon Sponsors

\$1,000

- Two signs in full view of attendees
- Acknowledgement in Program Journal
- Acknowledgement during Program

Grand Prize Sponsors

\$750

- One sign in full view of attendees
- Acknowledgement in Journal
- Acknowledgement during Program
- Grand Prize(s) awarded during Program

Meeting Session Sponsors

\$500 each

- One sign in full view of attendees
- Acknowledgement in Program Journal
- Acknowledgement during Program

Door Prize Sponsors

\$300

- Acknowledgement in Journal
- Need to be present to win

Total Sponsor Cost: \$ _____

Indicate your choice (s) of Sponsor Opportunity: _____

Contact Name _____ **Phone #** _____

COMPANY INFORMATION

Contact Name _____ **Title** _____

Authorized by (signature) _____

Address _____

City/State/Zip _____ **County** _____

Phone _____ **Fax** _____ **Email** _____

Just complete the appropriate contracts contained herein, including the mandatory section on your company, and mail with your check made payable to:

Downstate Insurance Associations Council, PO Box 812, Lynbrook, NY 11563

IN SUMMARY

Your commitment to Downstate this year

Exhibitor Amount \$ _____

Sponsor Amount \$ _____

Journal Amount \$ _____

Total Enclosed \$ _____

Please duplicate this form as needed. For more information, please call Jeff Schmitz at 631-332-0880 or jeffs@upac.com. Thank you for your interest and support of the Downstate 76th Anniversary Regional Conference! Please direct any and all questions not pertaining to a specific category to Daniel Palmieri, 76th Anniversary Regional Conference Chairperson at 516-622-0030 or dfap@aol.com.