

**IMPORTANT
DATES:**

- **Board Meeting**
12/06/2018
- **Christmas Party!**
12/11/2018

THIS ISSUE:

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Presidents Message - Kim Patterson, CPCU, AAI, AINS, ACSR

Hi Everyone,

I can't believe we are heading into December already! I hope everyone enjoyed Thanksgiving and had time to do something you wanted to do.

Our December meeting will be our Christmas party and will be at Curly's, same day and time. We will have a gift exchange for anyone who wants to participate. This is optional. Just bring a wrapped bottle of your favorite bottle of wine or liquor if you want to participate. You can add an ornament or decoration if you want to, \$15 - \$20 limit. WNY Selfie will be there also. I hope everyone can make it.

Thank you to Natalie Golubski for arranging the blanket making again this year and for everyone who made or donated blankets.

Thank you to Bev Cotter for scheduling the November speaker, Ryan O'Conner. I think we all learned something from the presentation.

We still have FNYIP daily number tickets for sale. They are \$10 each and are valid for January, February and March 2019. Please see me or Amy Timmerman for tickets.

The next board meeting will be Thursday, November 6, 2018 at 5:30 PM at Lawley. You do not need to be on the board to attend a board meeting.

Hope to see you all at the December meeting!

In fellowship,
Kim Patterson, CPCU, AAI, ACSR, AINS
President – IWOB 2018-2019



House Committee - Amy Timmerman

Our next dinner meeting will be held at Curly's Grille, 647 Ridge Rd, Lackawanna NY 14218

When: Tuesday, December 11, 2018 at 5pm. Networking and cash bar will take place from 5:00 to 5:45 p.m.
Dinner will be served at 5:45 pm

Cost: SEE DINNER SELECTIONS BELOW (Permanent Dinner List will get the Regular Dinner/Chicken \$29 unless you request another dinner choice)

Special Dinner Options: Filet Mignon with Brandy Peppercorn Sauce, Au Gratin Potatoes - \$46
Regular Dinner: Chicken Ochie-Peanut Crusted Chicken (Sauce has Ginger), Au Gratin Potatoes - \$29
Alternative Dinner: Pasta Primavera - \$27
Dessert: Peanut Butter Mousse Pie

All dinners are served with Garden Salad / Dressing / Rolls & Butter / Coffee / Tea
(Please let me know of any dietary restrictions)

1. **Reservations must be made by 10:00 a.m. on the Friday before the dinner meeting.** Email your reservation to me at atimmerman@lawleyinsurance.com or call me at (716) 673-6243
2. **When making a reservation, if you want the alternate dinner option, please advise at that time**
3. **Advise the name of your employer, if you will be bringing a guest and their dinner choice**

Permanent Dinner List: (from last year) *Email me if you want to be removed or added*****

Amy Timmerman	Jo Ann Decker	Natalie Golubski	Robin Grzechowiak
Beverly Cotter	Kim Patterson	Patsy Fuller	Sandy Patterson
Connie Smith	Linda Potwora	Rebecca Heim	Twiesha Vachhrajani
Jean Young	Michelle DiMartile	Renata Kowalczyk	Wendy Clemens

FYI: Standing Rule #8A & #8B apply:

8A): Any member whose name appears on the permanent dinner list must advise the House committee of cancellation by 10:00 a.m. on the Friday preceding the regular Tuesday meeting.

8B): Anyone with a reservation for dinner who does not cancel by 10:00 a.m. on the Friday preceding the regular Tuesday meeting must reimburse the Association for the cost of their meal.

Please note: I will respond to your email to confirm receipt of your reservation. If I do not respond within 2 days, please give me a call.

Nametags will be provided at registration. Please wear them during the meeting and return to the table when leaving.

Amy Timmerman
House Chair
atimmerman@lawleyinsurance.com
(716) 673-6243 or cell (716) 573-6801

Public Relations - Natalie Golubski

Hello Ladies!

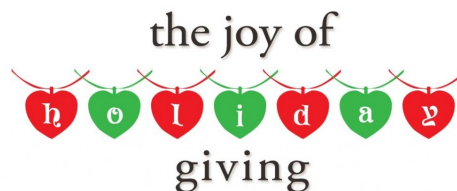
Thank you everyone who created the beautiful artwork for the bags for Buffalo City Mission's Turkey Express. We provided a total of 310 bags that were used on Thanksgiving Day! A special thanks to Tender Loving Child-care! They created 110 sheets!

The combination of blankets donated at the last dinner meeting with the ones made at the Blanket Making Party, we provided over 40 blankets to the Matt Urban Hope Center! They were extremely excited and overwhelmed by all the blankets! Nice job ladies!

We will be collecting long johns, hats, scarves, and socks for the Buffalo City Mission in December. Our plan is to keep the less fortunate warm this winter! Also, we are still collecting toiletries for the Cornerstone Manor and hand held calendars for the upcoming year.

If you would like to volunteer for Kevin Guest House, IWOB has reserved the night of January 28th. It's close enough to Valentine's day, that we could do that as a theme. Mainly I want to make a ton of chocolate covered strawberries (it's not that weird).

Yours in fellowship,
Natalie Golubski
Public Relations Chair
ngolubski@russellbond.com



Past Presidents - Jo Ann Decker, CPCU, CIC, AAI FIPC and Wendy Clemens, CIC, CISR, FIPC

We are finally getting around to having a meeting again. As "seasoned" members, we have a lot to offer IWOB.

We are meeting on Saturday, December 15th at 8:45 AM at Jo Ann's dining room! The address is 35 Elmwood Ave, Buffalo, NY 14201 (parking in the rear or on Elmwood Ave)

We will serve coffee, tea, fruit, pastries/donuts & bacon. We know this is a hectic time of year, but hope you can squeeze this into your schedules. Please let us know if you will attend.

Yours in fellowship, Jo Ann & Wendy

Education - Beverly Cotter, ASCR, CPIW, FIPC



Our Defensive Driving Class was held on Saturday, Nov. 3rd, and it was a big success. I would like to thank Wendy Clemens for taking the time to be our instructor. A very special thank you is needed since Wendy really wasn't feeling well that day! She managed to get through it, and everyone was happy with how the class went.

I would also like to thank John O'Connor from Williams & O'Connor Financial Planning Group for being our speaker at our November dinner meeting. His presentation was both informative and interesting. In appreciation for his time, IWOB has made a donation to the Buffalo City Mission on his behalf.

Once again this year, IWOB will be having the Scholarship Competition to be awarded to a high school senior or a college freshman. The scholarships given are \$1500.00 and \$1000.00. The question this year for our entrants to answer will be: "If you had one super power, what would it be, and how would you use it to change the world for the better?"

Please see this bulletin for all other Scholarship Information and application.

Yours in fellowship,

Bev Cotter
Education Chair



Bulletin - Michelle DiMartile, API, CPIW, FIPC



Articles for the January Bulletin will be due by December 20th. Wait... did I say January? Where did 2018 go?!!!!

Have a very Merry Christmas!!!! I hope many of you can make it to our Christmas Party this year!

Yours in fellowship,
Michelle DiMartile, Bulletin Chair

mdimartile@russellbond.com

INSURANCE WOMEN OF BUFFALO, INC. 2019 SCHOLARSHIP AWARD

We are proud to announce that once again we are offering two scholarships to High School Seniors or College Freshman who are actively seeking the pursuit of Continuing Education via a two or four year program.

We offer a \$1,500 Scholarship as well as a \$1,000 Scholarship.

CRITERIA:

1. Each candidate must have a RELATIVE employed in the industry or be a RELATIVE of a member of the Insurance Women of Buffalo, Inc.
2. Each candidate is required to submit a RESUME
3. Each candidate must submit TWO LETTERS OF RECOMMENDATION (Teacher, Guidance Counselor, Coach, or Employer)
4. Each candidate must provide PROOF OF APPLICATION to a two or four year college.
5. A typed ESSAY of 500 words or less is required of each candidate.

ESSAY TOPIC:

If you had one super power, what would it be and how would you use it to change the world for the better?

DEADLINE:

ALL APPLICATIONS MUST BE RECEIVED BY THE END OF DAY OF FEBRUARY 11th, 2019.

Winners will be notified by phone by February 25th, 2019.

Presentation of the scholarship awards will be done at the Insurance Women of Buffalo "Associates Night" to be held on March 12, 2019.

IWOB will pay for the dinners of the winners and one parent for each of the scholarship winners, to attend the presentation. We will ask the winning candidates to read their submitted essays at the dinner. If the winning candidates wish to have others attend, the cost of the additional dinners will be at their own expense.

Complete entries may be mailed to:

Beverly Cotter
IWOB Scholarship
249 Crabapple Lane
Cheektowaga, New York 14227

Or emailed to: slig249@roadrunner.com **SUBJECT:** IWOB SCHOLARSHIP APPLICATION

Any questions may be directed to Beverly Cotter @ 716-997-1928 or slig249@roadrunner.com.

Thank you for your participation.

Sincerely,

Education Committee

[INSURANCE WOMEN OF BUFFALO, INC.](#)

INSURANCE WOMEN OF BUFFALO, INC.
2019 SCHOLARSHIP AWARD

CANDIDATE INFORMATION

Name: _____

Address: _____

Phone: _____

High School: _____

Name of Person in Insurance Industry or IWOB Member:

Relative's Employer: _____

Relationship to Candidate: _____

Please include the following with your application:

- 1) Your Resume
- 2) Two Letters of Recommendation
- 3) Evidence of the application to a college
- 4) Essay – 500 Words or less

ESSAY TOPIC:

If you had one super power, what would it be, change in the world, and how would you use it to change the world for the better?

Return Application by February 11th, 2019 – Mail or Email:

Mail: Beverly Cotter
IWOB Scholarship
249 Crabapple Lane
Cheektowaga, NY 14227

Email: slig249@roadrunner.com

Questions: Cell: 716-997-1928

Membership - Patsy Fuller, CISR

The holidays are upon us! I hope everyone had a wonderful Thanksgiving.

Our November meeting was a lot of fun. The turkey dinner was delicious! At that meeting we introduced our new members. 5 of them! WELCOME! The door prize for the night was a bottle of wine sponsored by Brown & Kelly. What a great night!

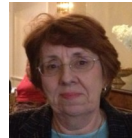
It is always a great time to invite a guest to join! We always look forward to welcoming new members, and also welcoming back past members. Do you have any coworkers, friends or associates working in insurance or an affiliated field that would like to join our awesome organization? Please send us any completed applications and checks.

If you have any questions please feel free to call me at 716-849-1543 or e-mail me pfuller@lawleyinsurance.com.

Thank you all! I look forward to seeing you all at the December meeting.

Membership Chair
Patsy Fuller, CISR

FNYIP Education Committee - Deanna Filipski



This year an unexpected opening occurred for Education Chair of the Federation of New York Professionals Inc. I was asked to fill in as chair of the Education Committee until the end of the term. One of the responsibilities of the Education Chair is to make the members aware of the Federation of Insurance Professionals Certification.

The Federation of New York Insurance Professionals, Inc. offers a Federation Insurance Professional Certificate to members that meet certain criteria. The criteria include membership of Federation and /or an affiliated association for a minimum of 5 years. Held an office or chairmanship of their local association for a minimum of 2 years and successfully met one of eleven educational requirements. Included with our monthly bulletin is an application for the FIPC designation.

If you are eligible for this designation please complete the application, attach the required documentation and return to our President, Kim Patterson, for verification. Please review the application and contact me with any questions.

The designation will be awarded at the Annual Convention which is being held in Rochester on May 2, 2019 to May 5, 2019

Yours in fellowship,
Deanna Filipski

FEDERATION INSURANCE PROFESSIONALS CERTIFICATION

The Federation of New York Insurance Professionals, Inc. shall recognize each 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:
 - a. Holds a Chartered Property & Casualty Underwriters designation (CPCU)
 - b. Holds a Chartered Life Underwriters designation (CLU)
 - c. Holds Certified Insurance Counselor designation (CIC)
 - d. Holds a NYS Agents or Brokers license in Property/Casualty and/or Agents license for Life or an Adjusters license
 - e. Has successfully completed the Personal Lines certified Insurance Service Representative (CISR) curriculum of PIA or the ACSR curriculum of IIAABNY
 - f. Holds Associates in Personal Institute (API)
 - g. Holds Certificate of Life Office Management Association (LOMA Course I) or holds Fellow Life Management Institute Designation (FLMI)
 - h. Holds Certificate from Health Insurance Association of America (HIAA) in either complete principles of Group Health Insurance I and II or Principles of Individual Health Insurance I and II
 - i. Holds an Associates rank in either the Society of Actuaries or the Casualty Actuarial Society
 - j. Holds five (5) parts of Associated designation from Insurance Institute of Canada (AAIC)
 - k. Holds Certificate of Insurance Institute of America IIA in ONE of the following: INS, ARM, AIM, AFSB, AIC, AICM, AU, AIAF, APA, AAM, AMIM, ARP Associated in Research and Planning, AAI holds a full membership in the Association of Average Adjustor or holds Certificate from the International Foundation of Employee Benefits Plans as a Certified Employee Benefits Specialists (ten parts) or holds an Associates in Life and Health Claims designation from the International Claims Association ALHC, holds an Associated 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, Janice Goody, will accept applications and prepare certificates for qualified applicants. The FIPC Chairperson and two Board Members will review applications for eligibility.
6. FIPC official jewelry shall be available only to those who qualified for the FIPC designation.
7. The FIPC certificate will be presented to new recipients each year the annual convention.

Application for FIPC Designation

Name: _____ Date: _____

Address: _____

Affiliated Association: _____

What office or chairmanships have you held (minimum 2 years) and dates held: _____

Verified by Local Association President _____ Date: _____

I hereby submit my application to FNYIP for the FIPC designation with documentation certifying my education requirements in the following areas: _____

Designation Committee approval: _____ Date: _____

Federation Board Member: _____ Date: _____

Federation Board Member: _____ Date: _____

FPIC Designation awarded at Annual May 2019 Convention
Return to Deanna Filipski 27 Old Mill Circle, Elma, NY 14059
Phone 716 652 0869 * Email: Flipperv@roadrunner.com
APPLICATION DEADLINE IS APRIL 3, 2019

Safety - Michelle Bradley

Snowmageddon, Snowtastrophe, Snowpocalypse, SnOMG! There is no end to the terms for really big snowstorms. These terms have come in handy in Buffalo throughout the years. The average annual snowfall in Buffalo since 2010 is 81.8 inches with an average of 22.4 days when new snow totaled more than 1 inch. No matter the size of the storm, shoveling can still be dangerous. Snow shoveling is responsible for thousands of injuries and 100 deaths nationally each year.

According to the Harvard Health Executive Editor, Patrick J. Skerrett, shoveling can be dangerous because picking up a shovel and moving hundreds of pounds of snow, particularly after doing nothing physical for several months, can put a big strain on the heart. The cold and pushing a heavy snow blower can also cause injury. The cold weather can increase your blood pressure and heart rate. Even people in good health are at risk.

Here are some tips to help you shovel safely:

- Do not shovel after eating or while smoking
- Take it slow and stretch out before you begin
- Shovel only fresh, powdery snow; it's lighter
- Push the snow rather than lifting it
- If you do lift it, use a small shovel or only partially fill the shovel
- Lift with your legs, not your back
- Do not work to the point of exhaustion

If you have a history of heart disease, consult your doctor before picking up a shovel. If you feel tightness in the chest or dizziness, stop immediately. A clear driveway is not worth your life.

If you opt to use a snow blower instead of shoveling, you should be aware of the risks and how to stay safe. Keep your hands away from moving parts and if the snow blower jams, turn it off before addressing the jam. Do not drink while using a snow blower and only refuel while the snow blower is off.

Let's hope this winter is mild with few snowstorms!

Happy Holidays!

Michelle Bradley
Safety Committee
mbradley@lawleyinsurance.com



Employment - Jean Young



Hi Everyone,

Please see the below list of available jobs in our area. If anyone knows of any postings they'd like included in future bulletins, please feel free to email me jyoung2@mtb.com.

RT Specialty/LoVullo

Underwriter – Depew, NY

RT Specialty, a division of Ryan Specialty Group is looking for an Underwriter to join our office in Buffalo, NY. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. The ideal candidate will need 5+ years' experience.

To view more of the job descriptions and to apply please go to: www.rtspecialty.com/careers

Underwriting Analytics Specialist – Depew, NY

RT Specialty, a division of Ryan Specialty Group is looking for an Underwriting Analytics Specialist to join our office in Buffalo, NY. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. The ideal candidate will need 5+ years' experience. To view more of the job descriptions and to apply please go to: www.rtspecialty.com/careers

Field Marketing Representative – Depew, NY

RT Specialty, a division of Ryan Specialty Group is looking for a Field Marketing Representative to join our office in Buffalo, NY. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. The ideal candidate will need 5+ years' experience. To view more of the job descriptions and to apply please go to: www.rtspecialty.com/careers

Underwriting Auditor – Depew, NY

RT Specialty, a division of Ryan Specialty Group is looking for an Underwriting Auditor to join our office in Buffalo, NY. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. The ideal candidate will need 5+ years' experience.

To view more of the job descriptions and to apply please go to: www.rtspecialty.com/careers

Commercial Lines Production Underwriter – Depew, NY

RT Specialty, a division of Ryan Specialty Group is looking for a Commercial Lines Production Underwriter to join our office in Buffalo, NY. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. The ideal candidate will need 5+ years' experience. To view more of the job descriptions and to apply please go to: www.rtspecialty.com/careers

Commercial Lines Production Underwriter – Depew, NY

RT Specialty, a division of Ryan Specialty Group is looking for a Commercial Lines Production Underwriter to join our office in Buffalo, NY. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. The ideal candidate will need 5+ years' experience. To view more of the job descriptions and to apply please go to: www.rtspecialty.com/careers

Employment Cont'd - Jean Young

RT Specialty/LoVullo, continued

Application Support Manager – Depew, NY

RT Specialty, a division of Ryan Specialty Group is looking for an Application Support Manager to join our office in Buffalo, NY. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. The ideal candidate will need 5+ years' experience. To view more of the job descriptions and to apply please go to: www.rtspecialty.com/careers

Lawley Insurance

Surety Service Representative-Buffalo-<http://www.lawleyinsurance.com/careers/surety-service-representative-buffalo-ny/>

Commercial Insurance Marketer – Buffalo- <http://www.lawleyinsurance.com/careers/surety-service-representative-buffalo-ny/>

Business Development Associate –Buffalo-<http://www.lawleyinsurance.com/careers/surety-service-representative-buffalo-ny/>

Walsh Duffield Companies

Commercial Lines Account Executive –Buffalo, NY

Personal Lines Marketing Account Representative-Buffalo, NY

To view more of the job descriptions and to apply please go to: www.walshduffield.com/careers

Erie and Niagara Insurance Association

Inside Property Claims Adjuster – Williamsville, NY

Erie and Niagara is seeking an Inside Property Claims Adjuster. This is a great opportunity to join an established WNY Company.

Underwriter (Property/Casualty)-Williamsville, NY

Erie and Niagara Insurance Association is seeking a full time Property/Casualty Underwriter.

Qualified candidates may submit their confidential resume and cover letter with salary requirements to Human Resources. Visit the Erie and Niagara website for more information. www.enia.com.



Picture Page - 2018

Blanket Making for the Matt Urban Hope Center!

