

**IMPORTANT
DATES:**

- **Board Meeting**
02/07/2019
- **Dinner Meeting**
02/12/2019

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

Hi Everyone,

I hope everyone made it through the frigid weather all right. The days are now getting longer, and we are looking forward to all of our IWOB spring events.

Remember to spread the word to anyone with eligible high school seniors or college freshmen about the scholarships. They are due to Bev Cotter by February 11th.

There was a joint IWOB fundraiser and NYFIP convention planning meeting in January. We will need everyone who can to participate in one or both events. Going forward there will be lots of information in the bulletin and emails about the planning and the events themselves. The NYFIP Convention will be May 2-5 in Rochester. The IWOB fundraiser will be May 19th. Please reach out if you have any questions or want to be involved.

The next board meeting is Thursday, February 7th at 5:30 PM at Lawley. Everyone is welcome. If you are thinking about running for a board position next year, it's a good idea to come to a meeting and see what they are all about. So far this year, the meetings have not been more than an hour.

Please let me know if you ever have any suggestions or comments about speakers or events.

Hope to see everyone at the February meeting! Stay warm!

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, February 12, 2019 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: \$27.00

Menu:

- Regular dinner: Herb Roasted Chicken & Bistro Style Yukon Potatoes
- Alternative dinner: Thai Curry (May have Ginger)
- Dessert: Key Lime Tarts

All Dinners are served with Garden Salad / Dressing / Rolls & Butter / Coffee / Hot 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	Sandy Patterson
Beverly Cotter	Kim Patterson	Patsy Fuller	Twiesha Vachhrajani
Connie Smith	Linda Potwora	Rebecca Heim	Wendy Clemens
Jean Young	Michelle DiMartile	Robin Grzechowiak	

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 all for the donations to Kevin Guest House! We prepared a Super Bowl themed dinner on 1/28 for the guests! (Pictures to come later).

For the month of February, we will be collecting the below listed for CHC Learning Center, located in Amherst, serves students with special needs. They have a full sized gymnasium, therapeutic activities room and a sensory room! They have programs for early intervention to the age of 21 years.

- ◆ Scented markets
- ◆ Foam stickers/letters/craft pieces
- ◆ Puff paint
- ◆ Construction paper
- ◆ Glue/glue sticks
- ◆ Fat crayons

For the month of March, we will be collecting used prom dresses, bridesmaids dress or even formal dresses to donate to the Prom Dress Drive that Urban Valet hosts every year. They are working on formalizing the dates for the event, but will be collecting around Valentine's Day. Once I have more details, I will let you all know!

Yours in fellowship,

Natalie Golubski

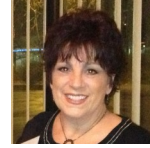
Public Relations Chair

ngolubski@russellbond.com

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

♥ Happy Valentines Day ♥

Education - Beverly Cotter, ASCR, CPIW, FIPC



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 March Bulletin will be due February 20th.

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

Ways & Means Committee - Connie Smith, ACSR, CPIW, FIPC

Reminder:

We are co-hosting the Federation of NY Insurance Professionals Annual Convention with Crossroads Insurance Professionals in Rochester, NY. The convention will be held May 2 – 5th at the Rochester Riverside with Michelle DiMartile, Region IV Director and Amy Timmerman as co-chairs from Buffalo and Diane Fiscus from Crossroads. The theme this year is “Celebrations” – that weekend is Cinco de Mayo and the Kentucky Derby and we are going to play off those celebrations plus celebrate the Members of FNYIP!

Our Annual Fundraiser brunch and theme baskets event will be held on Sunday, May 19th at Kotecki's.

Future planning meetings will be announced shortly.

As many of you know, I'll be installed as President of FNYIP at the convention. I am looking for individuals who would be interested in being on the board as a committee chair or a board member, please let me know if you'd be interested. My main concerns would be an Automation-website chair and a Newsletter chair. Linda has done a wonderful job on the newsletter this year and would like to step down any interests would be greatly appreciated!

Any questions, please feel free to contact me at 926-8696, my cell 870-0914 or email me at: csmith@evansagencyins.com or my personal email at: connie.1789@yahoo.com.

In Fellowship,

Connie Smith ACSR, CPIW, FIPC
Fundraiser Chair



Membership - Patsy Fuller, CISR

2019 is here and the IWOB board is working on some fun new ideas for our meetings. This is going to be a great year.

Please spread the word to your co-workers or friends in the industry about what a great organization IWOB is. We would love to have them join us!

If you have any questions you can reach me at (716) 849-1543 or pfuller@lawleyinsurance.com

Wishing you all a safe and warm winter!

Membership Chair
Patsy Fuller, CISR



Automation - Rebecca Heim, AU, ASLI

Please check our website www.insurancewomenbuffalo.com for information on upcoming events!

I have added the Scholarship forms under the Special Events tab for anyone that is interested.

Lastly, I have updated the Newsletter tab which now has all the member newsletters as of January 2019.

If anyone has anything they would like added to the website, please feel free to send the information to me at rheim@kellerandco.com

Yours in fellowship,
Rebecca Heim, ASLI, AU
Automation Chair

Safety - Michelle Bradley

The Super Bowl is one of the most watched sporting events of the year. Millions of football fans around the globe will huddle together and root for their favorite team. Some will tune in just to watch the commercials. Super Bowl parties are special events and many look forward to spending time with fellow fans, family and friends. Regardless of where you are when the Lombardi Trophy is hoisted, consider the following 'Safety Tips' which highlight potential penalties encountered during or after Super Bowl parties:

If you're hosting a Super Bowl Party:

- ◆ Serve a lot of food, particularly high-protein dishes.
- ◆ Ask guests if they have any food allergies and avoid serving those foods.
- ◆ Be sure to include lots of non-alcoholic beverages.
- ◆ Stop serving alcohol at the beginning of the third quarter of the game - begin serving coffee and dessert.
- ◆ Keep the numbers for local cab companies handy, and take the keys away from anyone who is thinking of driving while impaired.

If you're attending a Super Bowl Party:

- ◆ Avoid drinking too much alcohol too fast. Pace yourself by alternating with non-alcoholic drinks.
- ◆ Don't drink and drive. Have a designated driver or utilize the services of Uber or Lyft.
- ◆ Friends don't let friends drive drunk.
- ◆ If you're sober and driving home, buckle up and be extra alert on the roads for intoxicated drivers.
- ◆ Be careful not to stand up too abruptly to cheer and injure your back.
- ◆ Remember it's just a game! If your team wins or loses be sure to celebrate safely.

Stay Safe!

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

Underwriting Audit Specialist – Depew, NY

The Underwriting Audit Specialist is responsible for the examination and analysis of underwriting files, policies and/or accounts to determine underwriting effectiveness.

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

Application Support Manager– Depew, NY

The Application Support Manager will be responsible for the prioritization, analysis, execution, and support of operations and technology solutions for RT Buffalo and other stakeholders. The Application Support Manager will partner with RT Buffalo department leadership and internal stakeholders to identify capture and report on business performance metric plus other duties.

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

Underwriting Analytics Specialist– Depew, NY

The Analytics Specialist will ultimately be responsible for data analysis, trend analysis, and statistical review of all of our company metrics to be able to provide decision makers with information to improve efficiency and profitability, along with several other duties.

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 have prior experience in the insurance industry with existing independent broker relationships.

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:

Commercial Lines Production Underwriter – Depew, NY

The ideal candidate will have prior experience in Commercial Lines. Attention to detail, a strong sense of integrity and discretion, and a professional demeanor are all mandatory.

Underwriter – Depew, NY

The underwriter is focused on developing and maintaining a profitable book of business by building relationships with internal and external stakeholders.

Underwriter Assistant – Depew, NY

The underwriter assistant is focused on the processing of insurance quotes through binding with minimal supervision from the underwriter.

Data Center Technician – Depew, NY

This is a process-driven position, focused on routing processing of electronic files in an extremely efficient manner.

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

Lawley Insurance:

Commercial Insurance Account Manager (Amherst) - Lawley is looking for a Commercial Insurance Account Manager in their Amherst, NY office. This position works on an established book of business, including renewals, binders, and summaries, as well as conducting consultative conversations with clients.

Commercial Insurance Assistant Account Manager (Buffalo) – Lawley’s Middle Market team is looking for a Commercial Insurance Assistant Account Manager in Buffalo, NY for large lines who is licensed and has commercial experience. This position focuses on ordering/issuing binders, certs, policy changes, and more!

www.lawleyinsurance.com/careers

M&T Insurance Agency, Inc.:

Insurance Brokerage & Placement Specialist III:

Bachelor's degree and a minimum of 8 years' Property & Casualty underwriting, account management and/or brokerage and placement experience, or in lieu of a degree, a combined minimum of 12 years' higher education and/or work experience, including a minimum of 8 years' Property & Casualty underwriting, account management and/or brokerage and placement experience. Strong written and verbal communication skills.

P&C Account Executive:

Bachelor's degree or minimum 4 years in P&C Insurance. Minimum one year in experience as an Account Manager in P&C or Surety.

Preferred Qualifications:

P&C Account Executive experience, Bachelor's degree in Business preferred, Ability to obtain State Brokers License, Working knowledge of P&C insurance products and markets.