

**IMPORTANT
DATES:**

- Board Meeting
03/07/2019
- Dinner Meeting
03/12/2019

THIS ISSUE:

WHAT	PAGE
Presidents Message	1
House	2
Public Relations & Past Presi- dents	3
Education & Bulletin	4
Special Message	5
Ways & Means & Nominating	6
Patron Ad for Fundraiser	7
Membership & Automation	8
Safety	9
Employment	10-11

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

Hi Everyone,

I hope everyone is making it through the last few weeks, hopefully, of winter. I'm looking forward to spring. There is, also, a lot to look forward to with IWOB.

March will no longer be Associate's Night since that will now be combined with Installation in June. We will have our Safety Award and Scholarship winners at the March meeting though.

The Nominating Committee is working to fill the board positions for next year. If you haven't heard from one of the members, you will. Please consider volunteering for a position next year. We will also need committee chairs, so think about which one you would want.

May will be the NYFIP Convention in Rochester and our annual fundraiser. I hope everyone can attend these events and will help out where you can. Please contact me, Connie Smith, Michelle DiMartile or Amy Timmerman if you have any questions about either of these or want to volunteer.

The March board meeting is Thursday, March 7, 2019 at 5:30 PM at Lawley. Everyone is welcome, and you are encouraged to come if you are considering running for a board position.

I hope to see everyone in March!

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, March 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: Sliced Beef (Roast) & Whipped Potatoes
- ~ Alternative dinner: Pasta Primavera
- ~ Dessert: Peanut Butter Pie

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!

Spring is on its way (hopefully)! For the month of March, we will be collecting gently used gowns for the 10th annual Prom Dress Drive. If you need to do some spring cleaning and find any dresses you would like to donate, bring them in! Or if you're in the time of your life when everyone is getting married and have ten bridesmaids dress in their closet, bring them in!

Yours in fellowship,

Natalie Golubski

Public Relations Chair

ngolubski@russellbond.com

Just wanted to share a pint of
good cheer and smiles!
Happy St. Paddy's Day!



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



Education - Beverly Cotter, ASCR, CPIW, FIPC



The Education Committee is happy to announce the winners of our Education Scholarships. The winner of our \$1500 scholarship is Jacob Kinderman a senior at Hamburg High School. He is the nephew of our President, Kim Patterson from Lawley.

The winner of our \$1000 scholarship is Eric Head. Eric is a senior at City Honors, and is the grandson of Robin Grzechowiak, Gulfshore Insurance/Wahve.

I would like to thank the members of my judging committee, Deanna Filipski, Amy Timmerman, Marlene Stallone and Patsy Fuller. Thank you also to Jean Young and Natalie Golubski for agreeing to help. We were sorry that you could not join us that day!

Thank you cards for participating, and \$10 gift cards were sent to the remaining entrants who were not chosen as winners in this years' contest.

Our winners and their families will be present at our March dinner meeting to read their essays and receive their awards. Please come and join us and help us celebrate these fabulous young adults!

Yours in fellowship,

Bev Cotter
Education Chair



Bulletin - Michelle DiMartile, API, CPIW, FIPC



Articles for the April Bulletin will be due March 20th.

Yours in fellowship,
Michelle DiMartile
Bulletin Chair

mdimartile@russellbond.com

Dear IWOB members and friends,

As president of FNYIP, I would like to share the email that our Chief Financial Officer, Jeanne Prill, sent out to the FNYIP Officers and Directors last week. Jeanne announced that the award committee selected Connie Smith as the 2019 Tina Bobak Award recipient. Please join me in congratulating Connie Smith, on attaining FNYIP's highest award. This is a huge accomplishment for Connie and IWOB!

Yours in fellowship,
Robin Grzechowiak CIC, CISR, FIPC
FNYIP President

Email from Jeanne Prill:

Please join us in congratulating Constance (Connie) E. Smith, FIPC, CPIW, ACSR on her selection as the 2019 Tina Bobak Award recipient.

Connie's nomination paints an impressive view of her dedicated service to Insurance Women Of Buffalo, of which, she has been a member since 1987. Since becoming a member of IWOB, Connie has also contributed time and energy to the National Association of Insurance Women, including serving as the NY State Council Director in 1995. Since becoming a member of FNYIP, Connie has served as Recording Secretary, President-Elect and President (2017-2018).

At the Evans Agency, Connie's employer, she was a recipient of the 2016 President's Award, which was earned for her commitment to the agency's core values.

Outside of insurance, Connie has participated in events to support Hearts for the Homeless, City Mission, Breast Cancer Walk, Sisterhood Wellness, Youth Mentoring Services of Niagara County and WNY Ovarian Cancer program.

This is just a fraction of her contribution to the communities, Insurance and otherwise, that Connie serves.

We will honor Connie at the 2019 Annual Convention in Rochester, where she will be presented with this prestigious award on Friday evening.

Warmest regards,
The Tina Bobak Award Committee: Pat Crawford, Joanne Gifford and Jeanne Prill

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

We held our second meeting on Wednesday, February 20th @ the offices of M&T Insurance for the May Fundraiser and the 2019 Convention.

For the fundraiser, we decided on a Spring Celebration theme staying in the Celebrating theme for 2019. We discussed item suggestions for the large tickets items, keeping the count small like we did last year but worthwhile. Jo Ann Decker is doing the wine and alcohol baskets. We are keeping the price at \$30.00 per person, children at \$20.00 under age 5 are free. Bev Cotter offered to do the admission tickets and program. Jean Young will be doing the Lottery Ticket tree.

We will plan another meeting in March and will announce it at the dinner meeting when and where.

We need baskets valued over \$25. And the large tickets items will be \$150.00 and higher. We hope you can attend the meeting and be involved. There is so much going on and we do have a lot of fun and this is a very large event for us.

Thank you for your support and time.

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

Nominating - Deanna Filipski



The Nominating has been contacting members asking if they would be interested in being a member of the IWOB Executive Board. If you have not heard from us and would like information regarding a position on the IWOB Executive Board, please contact me at flipperv@roadrunner.com.

Thank you for your interest.
Deanna Filipski, Nominating Chair

Just a friendly reminder to all members attending the FNYIP Convention in Rochester, Friday May 3, 2019 we will be offering 4 CE Classes. If you are interested in attending, please complete the form that can be found on the Federation Web Site (fnyip.com) and email to me.



INSURANCE WOMEN OF BUFFALO, INC.

ANNUAL EDUCATION FUND RAISER BRUNCH & BASKET RAFFLE

KOTECKI'S GRANDVIEW GROVE

MAY 19, 2019

INDIVIDUAL PATRON

NAME _____

COMMENT _____

In honor or memory of a woman who has been a positive influence in your life.

Donation \$5.00

Cash: _____

Check- payable to Insurance Women of Buffalo, Inc.

Thank you for your support,

|

Deanna Filipski & Sandy Patterson

Membership - Patsy Fuller, CISR

Happy St. Patrick's Day! The year is already going by so fast! We have had some great times already, and many more to come. Please invite your friends in the insurance industry to come visit us! We would love them to join this fabulous organization.

See you soon!

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

Membership Chair
Patsy Fuller, CISR



Automation - Rebecca Heim, AU, ASLI

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

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

March 17th is St. Patrick's Day but in the safety world it's also the start of National Poison Prevention Week. It runs from March 17th through 23rd raises awareness of poison prevention nationwide. The week is an opportunity to highlight the dangers of poisonings for people of all ages and promote community involvement in poisoning prevention.

Making your home safe is critical to avoiding poisoning because more than 90 percent of poisonings occur in the home. The majority of these poisonings occur in the kitchen, bathroom, and bedroom. Below are some tips to help prevent accidental poisoning in your home:

- Never mix household or chemical products together. Doing so can create a dangerous gas
- Never share prescription medicines. If you're taking more than one drug at a time, check with your health care provider, or pharmacist, or call the toll-free Poison Help line
- (1-800-222-1222), which connects you to your local poison center, to find out more about possible drug interactions
- To avoid poisoning, pay close attention to the following products:
- Painkillers
- Sedatives (drugs used to reduce anxiety), hypnotics (sleeping pills), and antipsychotics (drugs used to treat mental illness)
- Household cleaning products
- Keep all chemicals, household cleaners, medicines, and potentially poisonous substances in locked cabinets or out of the reach of children
- Educate children, teenagers, and older adults on basic poison tips
- Have a working carbon monoxide detector in your home. The best places for a CO detector are near bedrooms and close to furnaces
- Know what poisonous snakes live in your area and wear proper attire (boots, sneakers, etc.) when hiking or gardening
- Be sure that everyone in your family can identify poisonous mushrooms and plants. Remember when it comes to poison ivy, "*leaves of three, let it be.*"

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

Underwriter Assistant– Depew, NY

RT Specialty, a division of Ryan Specialty Group is looking for an Underwriter Assistant to join our Buffalo NY office. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career.

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

Data Center Technician– Depew, NY

Stetson Funding is looking for a Data Center Technician to join our Buffalo, NY office. We are a fast paced, energetic and rapidly growing organization that offers great opportunity for someone interested in further developing their career.

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

Other Positions – Depew, NY

To view other employment opportunities, please go to: www.rtspecialty.com/careers

Employment Cont'd - Jean Young

Schunke Insurance:

Personal Lines CSR - West Seneca, NY

Looking for Llicensed and Experienced CSR - Full Time Position. Location is 997 UnionRoad, West Seneca, NY 14224. For more information, please contact Rick Schunke Jr.. At rickjr@schunkeins.com

Lawley Insurance:

Commercial Insurance Account Manager – Amherst –This position works on an established book of business, including renewals, binders, and summaries, as well as conducting consultative conversations with clients. www.lawleyinsurance.com/careers.

Commercial Insurance Internship – This position is a one year internship offers 20-25 hours per week with flexibility to fit a student schedule, in their Commercial Lines department. This is ideal for a student who is currently majoring in risk management, business, or accounting. www.lawleyinsurance.com/careers.

Employee Benefits Captive Service Coordinator – This position is ideal for a candidate with experience managing and working with self-funded clients and an LAH license. www.lawleyinsurance.com/careers.

M&T Insurance Agency, Inc.:

Commercial Lines Account Manager III-Buffalo-Responsible for day-to-day servicing and management of complex mid-size and large Commercial Lines accounts including the oversight of all key servicing aspects. For more detail job specifications and requirements, please visit the M & T Insurance website. <https://mtb.wd5.myworkdayjobs.com>

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.