

**IMPORTANT  
DATES:**

- **Board Meeting**  
09/06/2018
- **Dinner Meeting**  
09/11/2018

**THIS ISSUE:**

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

I hope everyone is excited about beginning a new year and plans on attending the first dinner meeting on September 11, 2018 at Curly's Grille.

We are starting the year with some fun activities. Wednesday, September 19<sup>th</sup> will be our joint networking event with Buffalo Claims Association and Young Insurance Professionals at Consumer's Pub. Then on Saturday, October 13<sup>th</sup> is the Making Strides Breast Cancer Walk. I hope you can attend one or both of these fun events. See Natalie Golubski with any questions.

Our first board meeting will be Thursday, September 6<sup>th</sup> at Lawley, 361 Delaware Avenue at 5:30 PM. All members, not just board members, are welcome to attend. Please come to the front door on Delaware Avenue so we can buzz you in. If you are coming, please send me an email at [kpatterson@lawleyinsurance.com](mailto:kpatterson@lawleyinsurance.com) so we know to look for you.

One of the items on the board meeting agenda will be the FNYIP Spring Convention that we are co-hosting. There will be much more information to follow on that. Please consider helping out on a conference committee.

See you all on Tuesday, September 11<sup>th</sup>!

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

*Welcome  
back!*



# House Committee - Amy Timmerman

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

**When: Tuesday, Sept 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:** \$25.00

**Regular dinner:** Herb Roasted Chicken with Bistro Style Yukon Potatoes

**Alternative dinner :** Pasta Primavera

**Dessert:** Peanut Butter Mousse Cups & Key Lime Tarts

All dinners are served with Garden Salad / Dressing selections / Rolls & Butter/ Coffee / Hot Tea / Decaf

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](mailto: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. **Also advise the name of your employer, if you will be bringing a guest and what their dinner choice will be**

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

Amy Timmerman	Karen Malcolm	Patsy Fuller	Wendy Clemens
Beverly Cotter	Laura Nosbisch	Rebecca Heim	Wendy Hart
Connie Smith	Linda Potwora	Renata Kowalczuk	
Jean Young	Michelle DiMartile	Robin Grzechowiak	
Jo Ann Decker	Natalie Golubski	Sandy Patterson	

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

**8A): Any member who 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 the registration table. Please wear them during the meeting and return them to the table when you leave.

**Amy Timmerman  
House Chair**

[atimmerman@lawleyinsurance.com](mailto:atimmerman@lawleyinsurance.com)

(716) 673-6243 or cell (716) 573-6801

# Membership - Patsy Fuller, CISR

Welcome back to our regular monthly dinner meetings.

I am in the process of planning the membership drive/guest dinner meeting for 10/09/18. I am sure it will be a lot of fun. Don't forget to invite your co-workers, employers and vendors that work in the Insurance industry to join us at Curly's Grille, 647 Ridge Rd, Lackawanna NY 14218.

If anyone has any questions, is interested in helping me plan or wishes to join the Membership Committee, please contact me at 849-1543 or by email at [pfuller@lawleyinsurance.com](mailto:pfuller@lawleyinsurance.com)

See you all very soon!!!

Patsy Fuller, CISR  
[pfuller@lawleyinsurance.com](mailto:pfuller@lawleyinsurance.com)

Welcome  
**SEPTEMBER**  
 be sweet!

# Bulletin - Michelle DiMartile, API, CPIW, FIPC



Articles for the October Bulletin will be due September 20th. Hoping to see many of you at the next dinner meeting!

Yours in fellowship,  
 Michelle DiMartile, Bulletin Chair  
[mdimartile@russellbond.com](mailto:mdimartile@russellbond.com)

## Safety - Michelle Bradley

It's almost back to school season and that means more children present on the road. You'll see children crossing the street to get on their bus, riding bikes, and walking to school. More children are hit by cars near schools than any other location. It's never more important for drivers to slow down and pay attention than when kids are present – especially before and after school.

Here are a few tips to ensure the safety of young pedestrians and bicyclist during the school year:

- Don't block the crosswalk. This forces pedestrians and bicyclists to go around you putting them in the path of moving traffic
- When passing a bicyclist, proceed in the same direction slowly, and leave 3 feet between your car and the cyclist
- Watch for bike riders turning in front of you without looking or signaling; children especially have a tendency to do this
- Watch for bikes coming from driveways or behind parked cars
- Always stop for a crossing guard holding up a stop sign
- Take extra care to look out for children in school zones, near playgrounds and parks, and in all residential areas
- Never pass a vehicle stopped for pedestrians

It is illegal in all 50 states to pass a school bus that is stopped to load or unload children. Here are some school bus safety tips:

- Never pass a bus if it is stopped to load or unload children
- If the yellow or red lights are flashing and the stop arm is extended, traffic must stop
- The area 10 feet around a school bus is the most dangerous for children; stop far enough back to allow them space to safely enter and exit the bus
- Be alert; children often are unpredictable, and they tend to ignore hazards and take risks

By exercising a little extra care and caution, drivers and pedestrians can co-exist safely in school zones.

Michelle Bradley  
Safety Committee  
[mbradley@lawleyinsurance.com](mailto:mbradley@lawleyinsurance.com)



“Slow Down: Back to School Means Sharing the Road.” National Safety Council, 2018.

# 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.

## **RT Specialty/LoVullo**

### **Commercial Lines Production Underwriter – Depew, NY**

RT Specialty, a division of Ryan Specialty Group is looking for 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 3+ years experience.

To view more of the job descriptions and to apply please go to: [www.rtspecialty.com/careers](http://www.rtspecialty.com/careers)

### **Operations Manager – Depew, NY**

RT Specialty, a division of Ryan Specialty Group is looking for an Operations Manager to join our Buffalo Team. 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 5+ years experience. This is a Management Position.

To view more of the job descriptions and to apply please go to: [www.rtspecialty.com/careers](http://www.rtspecialty.com/careers)

### **Production Associate – Depew, NY**

RT Specialty, a division of Ryan Specialty Group is looking for a Production Associate to join our Buffalo team. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. This position will provide strong administrative support for Broker Team to facilitate the process of Market placement, client service and account processing

To view more of the job descriptions and to apply please go to: [www.rtspecialty.com/careers](http://www.rtspecialty.com/careers)

### **Digital Solutions DevOps Engineer – Depew, NY**

RT Specialty, a division of Ryan Specialty Group is looking for a Digital Solutions DevOps Engineer to join our Buffalo team. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. This position will support strategic business initiatives to deliver and maintain digital insurance engagement and underwriting platform for use by Ryan Specialty Group (RSG) and its insurance distribution partners.

To view more of the job descriptions and to apply please go to: [www.rtspecialty.com/careers](http://www.rtspecialty.com/careers)

### **Underwriter Assistant – Depew, NY**

RT Specialty, a division of Ryan Specialty Group is looking for an Underwriter Assistant to join our Buffalo Team. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. This position is focused on the processing of insurance quotes through binding with minimal supervision from the underwriter.

To view more of the job descriptions and to apply please go to: [www.rtspecialty.com/careers](http://www.rtspecialty.com/careers)

# Employment Cont'd - Jean Young

## RT Specialty/LoVullo continued

### **Underwriting Analytics Specialist – Depew, NY**

RT Specialty, a division of Ryan Specialty Group is looking for an Underwriting Analytics Specialist to join our Buffalo team. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. This position will ultimately be responsible for data analysis, trend analysis, and statistical review of all of our company metrics to be able to source, dissect, sort, analyze, manipulate, and report data to identify patterns and trends in our business. To view more of the job descriptions and to apply please go to: [www.rtspecialty.com/careers](http://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 Buffalo Team. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. This position 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](http://www.rtspecialty.com/careers)

### **Personal Lines Underwriter Assistant – Depew, NY**

RT Specialty, a division of Ryan Specialty Group is looking for a Personal Lines Underwriter Assistant to join our Buffalo team. We are a fast paced, energetic and rapidly growing organization that offers a great opportunity for someone interested in further developing their career. This position is focused on the processing of insurance quotes through binding with minimal supervision from the underwriter. To view more of the job descriptions and to apply please go to: [www.rtspecialty.com/careers](http://www.rtspecialty.com/careers)

## Russell Bond

Russell Bond & Co., Inc. is often looking for qualified, high energy and computer literate people to join our staff. We desire proactive personalities with excellent oral and written communication skills. Typical positions:

**Broker / Underwriters** - Highly motivated sales professionals with technical experience in insurance from either a retail agency or company environment. Responsibilities include production of new business, retention of existing accounts, prompt and efficient service of client requests. Must be results oriented, organized, adaptable and able to solve problems and develop alternative solutions to complex insurance issues. These positions require 5 plus years of progressive experience. Ideal candidates possess a bachelor's degree with a CPCU, ASLI or similar insurance designation preferred.

**Broker / Underwriter Assistants** - Organized individuals to assist Broker / Underwriters in the production of new business, retention of existing accounts, prompt and efficient service of client requests. These individuals also provide guidance and direction to processors and fully recognize the importance of quality customer service. Minimum educational requirements are high school, with college preferred. This position requires two plus years of insurance specific experience, either in a retail agency or company environment.

**Service Coordinators** - Dedicated individuals will work closely with Technical Assistants and Broker / Underwriters in servicing client needs. Must generate and respond to written, verbal or in-person requests from client agent/brokers, insurance companies, and internal staff. Must be organized, results oriented and able to complete tasks with minimal direction. Minimum educational requirement is a high school diploma. This position requires two plus years of office experience, preferably within the insurance industry.

# Employment Cont'd - Jean Young

## **Lawley Insurance:**

### **Employee Benefits Clinical Account Executive (Buffalo and Pittsburgh)**

To view the more of the job descriptions and to apply please go to <http://www.lawleyinsurance.com/careers/employee-benefits-clinical-account-executive-buffalo-ny/>

## **Evans Insurance Agency**

### **Claims Adjuster - Derby, NY**

To view more of the job descriptions and to apply please go to:

## **Evans Insurance Agency**

### **Commercial Lines - Customer Service Technician - Hamburg, NY**

The commercial lines insurance service technician is responsible for monitoring and assigning incoming documents, providing responsive service to certificate of insurance requests, preparing binders and summaries for customer delivery and assisting the CL service manager with excel projects. In addition, this person also assists our sales team in the preparation of new customer files, including the completion of Accord applications, based on producer submissions.

To view more of the job descriptions and to apply please go to: [https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=f58c61b9-c42b-415e-804e-6792eef0c5cb&ccld=19000101\\_000001&type=JS&lang=en\\_US](https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=f58c61b9-c42b-415e-804e-6792eef0c5cb&ccld=19000101_000001&type=JS&lang=en_US)

## **Walsh Duffield**

### **Commercial Division Account Executive - Large Accounts**

The primary purpose of this job is to service the Property and Casualty insurance programs for assigned clients.

### **Personal Division Marketing Account Representative**

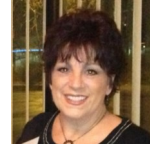
Efficiently provides all the marketing insurance needs to Walsh Duffield Companies, Inc. Personal Insurance Division clients in a professional and timely manner.

### **Commercial Division Assistant Account Executive - Large Accounts**

Efficiently and accurately assist the Account Executive in servicing the Property and Casualty insurance programs of Walsh Duffield.

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

## Education - Beverly Cotter, ASCR, CPIW, FIPC



Welcome back everyone to another exciting year with IWOB! This year, I will again try to provide some information on CE classes available, and hopefully, we will be able to do another Defensive Driving Course! What say you Wendy Clemens? Are you in?!

Please follow this link to the Big I education calendar and check out the exciting classes coming up!

[https://www.biginy.org/\\_layouts/15/iaContentDisplay/linkams.aspx?srcpage=https://my.biginy.org/MY\\_BIGINY/Browse\\_Events/All\\_Education\\_Events/MY\\_BIGINY/Events/Event\\_Lists/All\\_Education\\_Events.aspx](https://www.biginy.org/_layouts/15/iaContentDisplay/linkams.aspx?srcpage=https://my.biginy.org/MY_BIGINY/Browse_Events/All_Education_Events/MY_BIGINY/Events/Event_Lists/All_Education_Events.aspx)

I will have more information for you in the next bulletin!

Good to be back!

Yours in fellowship,

Bev Cotter

Education Chair

[bcotter@kellerandco.com](mailto:bcotter@kellerandco.com)

## Automation - Rebecca Heim, AU, ASLI

Wishing everyone a happy start to a new IWOB year!

As the automation chair, I would like to invite everyone to feel free to notify me if you see something on our website that you would like to see changed or corrected in any way.

The website has been renewed and the calendar along with special events has been updated accordingly. I have also updated the executive board for the upcoming year. In addition, Paypal is available for the September Dinner Meeting and the 2018 Social Networking Event.

To our board and committee chairs, if there is an event coming up, or something that we need to make our members aware of, please be sure to send me all of the information and flyers so that I can get that on the website in plenty of time!

All information can be sent to me at: [rlh@kellerandco.com](mailto:rlh@kellerandco.com)

Yours in fellowship,

Rebecca Heim, ASLI, AU

Automation Chair



# Public Relations - Natalie Golubski

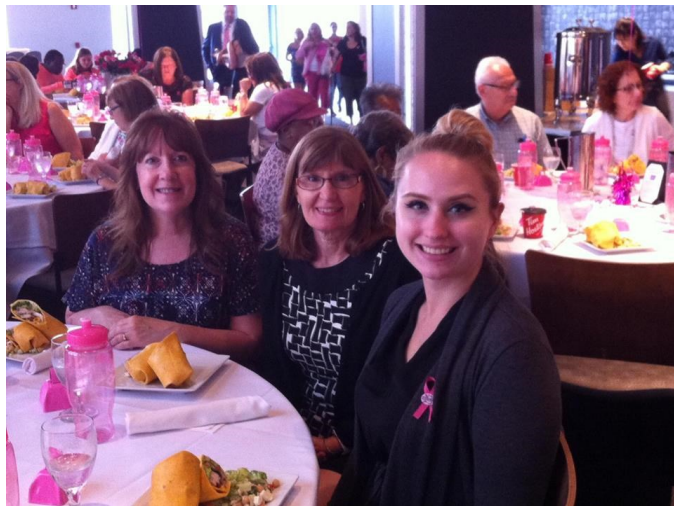
Happy September all!

We have a very exciting event coming up with Buffalo Claims Association and Young Insurance Professionals on Wednesday, September 19<sup>th</sup> from 5:30 to 7:30 pm. It's only **TWENTY DOLLARS** for 2 hours of open bar and 90 minutes of the below listed delicious appetizers,

- Cheese and Vegetable Crudit 
- Carved Country Club Sirloin and Oven Roasted Turkey served with fresh rolls, au jus and gravy.
- Swedish Meatballs
- Antipasto
- Raspberry Brie puffs

The last day to register is 9/12 and the \$20 deal is for members and non-members, and to pay is on our website through the special events page. Attached is the flyer if you'd like to hang in your office to promote our networking!

On August 2<sup>nd</sup>, Nora Webb, Kim Patterson and I attended the Kickoff for Making Strides Against Breast Cancer of Buffalo At the KeyBank Center. We are very thankful for all the support in Buffalo to raise awareness.



This brings us to October when the walk is taking place! We have two events. The Making Strides Against Breast Cancer walk on Saturday, October 13<sup>th</sup>, 2018. I hope our IWOB team will show up in Strides! The link to join is below, either to join or if you cannot attend please think about donating. Any amount helps to create strides in prevention, treatment and surviving this disease.

[http://main.acsevents.org/site/TR/?fr\\_id=89605&pg=team&team\\_id=2355318](http://main.acsevents.org/site/TR/?fr_id=89605&pg=team&team_id=2355318)

Continued on next page...

## Public Relations continued... - Natalie Golubski

To raise money for the IWOB team I will be selling, at the September dinner, the below pictured keychains, 1 for \$3 or 2 for \$5. Please let me know if you would like some and cannot attend the dinner!



On Monday October 22<sup>nd</sup>, we will be doing a fall themed dinner at Kevin Guest House again! If you would like to participate, please let me know! We have 3 people signed up so far. I will, also, have a donation list shortly.

In November, we will be having another blanket making party! Joann's has coupons for the anti-pill fleece every now and then. I'm almost positive they will have a Labor Day Sale for them! So let's stock up (or you can use the coupons because they make lovely, warm Christmas presents)!

Yours in fellowship,  
Natalie Golubski  
[ngolubski@russellbond.com](mailto:ngolubski@russellbond.com)

# Legislation - Twiesha Vachhrajani

## Children under 18 can no longer use ultraviolet tanning devices

Governor Cuomo had signed legislation banning people under 18 from using ultraviolet tanning devices. Previously, those 17 years of age and older were able to use indoor tanning salons with parental consent. This measure was supported by the American Cancer Society, who cited research indicating that using an ultraviolet tanning device before the age of 35 increases the risk of melanoma by 59 percent.

## Mandatory Sexual Harassment Training now required in New York State

New York State now requires all private – and public – employers to provide mandatory sexual harassment training and implement a sexual harassment policy, a change attributed to the #MeToo movement. The new legislation, signed by Gov. Andrew Cuomo on April 12, amends and supplements the New York Labor Law, Executive Law, Finance Law, Civil Practice Law and Rules, Public Officers Law and General Obligations Law. In addition to establishing a sexual harassment policy, employers will have to add to their sexual harassment policy information on how to file an external complaint of sexual harassment against the employer and what remedies employees may recover under federal, state and local laws. Further, employers will be required to include a standardized complaint form for employees to utilize when filing an internal complaint of sexual harassment with the employer. The policy must describe the investigation procedure to be used, and provide due process for all employees. These changes will become effective by October, 2018.

## Legislation prohibits smoking in home day care centers

A new law signed by Governor Cuomo on August 20, 2018 bans smoking in home-based day care centers. This smoking ban is enforceable even when the children are not present in the center. Advocates say the law will protect young children from second-hand smoke and from residual contamination from cigarette smoke that can linger on surfaces for many days.