

**IMPORTANT
DATES:**

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

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

As you read this bulletin, summer will be half over and fall will be just around the corner. Hopefully, the warm temperatures will stick around for a long time. Like many of you, I am beginning to make plans for the fall. I hope all of your plans include attending the first IWOB dinner meeting on September 11th. I am looking forward to really beginning my year as President. This year will be busy beginning with a happy hour with Buffalo Claims Association and YIPS in September and working toward our joint hosting of the FNYIP convention the first week in May.

I want to thank all of you for allowing me to be the President of IWOB this year and give a big thank you to everyone who agreed to be on the board or work on a committee this year. It's not too late to get involved if you are interested. Committee chairs would be more than happy to have help. Let me know if there is a committee you are interested in.

Our first board meeting will be Thursday, September 6th at 5:30 PM at Lawley, 361 Delaware Avenue, Buffalo. All members are welcome to come.

Please spread the word about IWOB and all the fun events and community service we do. In order to ensure the continuation of this wonderful organization, we need to make it stronger by welcoming more members.

Please contact me or any board member with any questions, concerns or ideas you may have. This organization belongs to all of us. We are always looking for ideas for speakers and topics you would like to see or learn more about.

I hope to see everyone the second Tuesday in September at Curly's. Enjoy the rest of your summer.

In fellowship,
Kim Patterson, CPCU, AAI, AINS, ACSR
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, 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 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

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

Treasurer - Linda Potwora, CIC, FIPC

I'd like to take this opportunity to thank all the members who have already paid for the 18-19 renewals. However, below is a list of those members who have not yet paid.

Bauer, Susan

Brady, Margaret

Cirocco, Emily

Chisholm, Paul

Gibson, Sarah

Hubbard, Kathleen

Linden, Judy

Posenjak, Christina

Rapasadi, Kathleen

Stover, Rachel

Tramontana, Karen

Webb, Nora

Wicks, Samantha



Attached to the Newsletter is a copy of the Membership Renewal application. You can complete and return to us or you can renew on line.

If you have any questions, please let us know. Thank you!

Respectfully,

Linda

Linda M Potwora, CiC, FIPC

2018-19 Treasurer

Membership - Patsy Fuller, CISR

I hope everyone is enjoying their summer!!!

I am looking forward to my 2nd term chairing the membership committee for the IWOB. The membership drive will be here before you know it so start thinking of who you can invite. We would love to meet your co-workers and friends from the insurance industry and also any other associated industries!

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

See you all very soon!!!

Patsy Fuller, CISR

pfuller@lawleyinsurance.com





INSURANCE WOMEN OF BUFFALO
P.O. Box 52 Ellicott Station
Buffalo, New York 14205

**APPLICATION FOR MEMBERSHIP
 & ANNUAL RENEWAL APPLICATION**

First Name			
Last Name			
Industry Designations	<input type="checkbox"/> CISR <input type="checkbox"/> CIC <input type="checkbox"/> CPCU <input type="checkbox"/> CRM <input type="checkbox"/> ACSR <input type="checkbox"/> AIA <input type="checkbox"/> ARM <input type="checkbox"/> Other _____		
Mailing Address			
City, State, Zip			
Birth Date (mm/dd/yyyy):			
Contact Information:			
Daytime Phone/Ext:			
Mobile Phone:			
Evening Phone:			
Email Address: Please check the email address you wish to use as your primary contact information			
	<input type="checkbox"/> Home		
	<input type="checkbox"/> Office		
Employer:			
Job Title:			
Recruited By:			
Previous IWOB Member:	<input type="checkbox"/> Yes <input type="checkbox"/> No If yes, please indicate what years _____		
MEMBERSHIP DUES	Membership dues are from May 1st to April 30th of any given year		
Annual New Member Dues	New Member Dues (Full Year) includes one time \$25 initiation Fee		\$ 85.00
Renewal Dues	<input type="checkbox"/> Annual Renewal Member Fee		\$ 60.00
Dues after 11/01	<input type="checkbox"/> ½ off Annual Membership Dues (from Nov. to April - includes one time \$25 fee)		\$ 55.00
Retired	<input type="checkbox"/>		\$ 10.00
TOTAL PAID			\$

PAYMENT METHOD: Check or Money Order payable to IWOB (US dollars only). Membership Dues are Nonrefundable
 (You may also use the PayPal button on our website under Membership)

You can renew your membership online on IWOB's Web Page through PayPal with a credit card by visiting
www.insurancewomenbuffalo.com (Note that there is an additional \$2.00 fee to pay on-line via PayPal).
 If renewing online, please email your updated application to: info@insurancewomenbuffalo.com

Please mail your application & check, payable to Insurance Women of Buffalo, Inc., to:
 Insurance Women of Buffalo, Inc., PO Box 52, Ellicott Station Buffalo, NY 14205

Member Signature: _____ Date: _____

Prospective Member Signature: _____ Date: _____

For Internal Use: ~~Date Application Received:~~ _____ ~~Date Application Approved:~~ _____

Safety - Michelle Bradley

I hope everyone is enjoying their summer! With the recent heat advisories in parts of Western NY I thought it would be a good time to review some heat safety tips!

Excessive heat is the leading caused death out of all other weather events. A heat wave is a long period of excessive heat, generally 10 degrees or more above average temperature. It is often combined with excessive humidity. Be sure to listen to local weather forecasts and stay aware of upcoming temperature changes. Some terms you should look out for are *Excessive Heat Watch*, *Heat Advisory*, and *Excessive Heat Warning*.

Here is a to-do list to survive the heat this summer:

- Never leave children or pets alone in enclosed vehicles.
- Stay hydrated by drinking plenty of fluids even if you do not feel thirsty. Avoid drinks with caffeine or alcohol.
- Eat small meals and eat more often.
- Avoid extreme temperature changes.
- If you do not have air conditioning, choose places you could go to for relief from the heat during the warmest part of the day (schools, libraries, theaters, malls).
- Avoid strenuous exercise during the hottest part of the day.
- Take frequent breaks if you must work outdoors.
- Wear loose-fitting, lightweight, light-colored clothing. Avoid dark colors because they absorb the sun's rays.
- Check on family, friends and neighbors who do not have air conditioning, who spend much of their time alone or who are more likely to be affected by the heat.
- Ensure that your animals' needs for water and shade are met.
- Be aware that people living in urban areas may be at greater risk from the effects of a prolonged heat wave than are people living in rural areas.

I hope these tips help you have a happy, healthy, and safe summer!

Michelle Bradley

Safety Committee mbradley@lawleyinsurance.com



“Heat Wave Safety.” American Red Cross. 2018 The American National Red Cross.

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

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

M&T Bank

P&C Commercial Lines Assistant - Buffalo, NY

Assist in the process to service and market new and renewal accounts and provide support for the Account Managers and Producers in processing all lines of commercial insurance. This position supports the key direct links to the Commercial client, specifically to Account Manager and Producer. The employee will perform tasks that require accuracy and attention to detail while working to meet schedule or deadline. Associate's degree plus a minimum of 1 year relevant work experience with direct client contact. OR in lieu of a degree, a combined minimum of 3 years higher education and/or work experience. Appropriate State Brokers License. (May be obtained within 6 months of hire). Property and Casualty industry experience.

To view more of the job descriptions and to apply please go to: <https://www.mtb.com/CAREERS>

Evans Bank

Commercial Lines Insurance - Senior Customer Service Rep - Buffalo, NY

To provide extraordinary service to our Commercial Lines Clients, support producers and account executives, and to improve growth and profitability of the agency.

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

Employment Cont'd - Jean Young

Lawley Insurance:

Personal Insurance Account Manager

This position will manage an assigned book of business including renewals, endorsements, binders, ID cards, Evidence of Property Insurance (EPI), certificates, summaries and other insurance documents in accordance with established guidelines . Will work within designated timelines providing superior customer service to retain our clients . Develop new business and existing accounts including the quoting and processing of applications to retain and grow an assigned book of business . Routinely conduct consultative conversations with our clients and prospects . Establish and maintain professional relationships with carriers and clients . Support all Lawley initiatives as requested, guided by company values, sales culture, business needs and scorecard.

To view the more of the job descriptions and to apply please go to <http://www.lawleyinsurance.com/career-opportunities/#open-careers>

Personal Insurance Account Executive

This position will focus on Prospecting, soliciting and selling new Personal Lines accounts and developing centers of influence. Developing, following and reaching sales objectives and new business sales goals. Referring current and prospective clients to Commercial and Employee Benefit lines for cross sell opportunities. Responding to referrals quickly and effectively. Recommending appropriate coverages for clients and preparing rating quotes and proposals. Presenting to prospective and existing clients. Completing applications and related documentation for submission to appropriate carriers. Support all Lawley initiatives as requested, guided by company values, sales culture, business needs and scorecard.

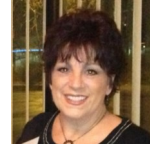
To view the more of the job descriptions and to apply please go to <http://www.lawleyinsurance.com/career-opportunities/#open-careers>

Commercial Insurance Assistant Account Manager

This position will produce summaries, ordering and issuing binders, certificates, policies, policy changes, premium/loss summaries, proposals, complete coverage reviews and other insurance documents within designated timelines for Large Lines Clients. Identify cross sell and up sell opportunities as appropriate. Obtain non-marketed renewal quotes from existing carriers, completing renewal processes and handle non-renewal and cancellations for cause, validate audits. Support all Lawley initiatives as requested, guided by company values, sales culture, business needs and scorecard.

To view the more of the job descriptions and to apply please go to <http://www.lawleyinsurance.com/career-opportunities/#open-careers>

Education - Beverly Cotter, ASCR, CPIW, FIPC



Updates will be in the September Bulletin!

Beverly Cotter, Education Chair

Nominating - Deanna Filipski

IWOB President, Kim Paterson, has asked me to Chair the Nominating Committee. The responsibility of the chair includes selecting three members to form the Nominating Committee and submit the names for approval at the November Executive Board meeting.

It is the responsibility of the committee to contact candidates and review qualifications and present a slate of officers at the April Executive Board meeting. The slate of officers is then presented at the May General Business meeting for voting by the membership.

This committee does not require a large time commitment and is an opportunity to learn about our members on a one on one basis. If you would like to be a member of the Nominating Committee, please contact me. Flipperv@roadrunner.com

Deanna Filipski
Committee Chair

Public Relations - Natalie Golubski

I hope everyone had a wonderful summer!

On Thursday, August 2nd Nora Webb, Kim Patterson and myself will be attending the Making Strides Against Breast Cancer of Buffalo luncheon. More information to follow about the upcoming walk on October 13, 2018!

Time to Socialize! We are having a joint Happy Hour event with Buffalo Claims Association and Young Insurance Professionals to celebrate networking!

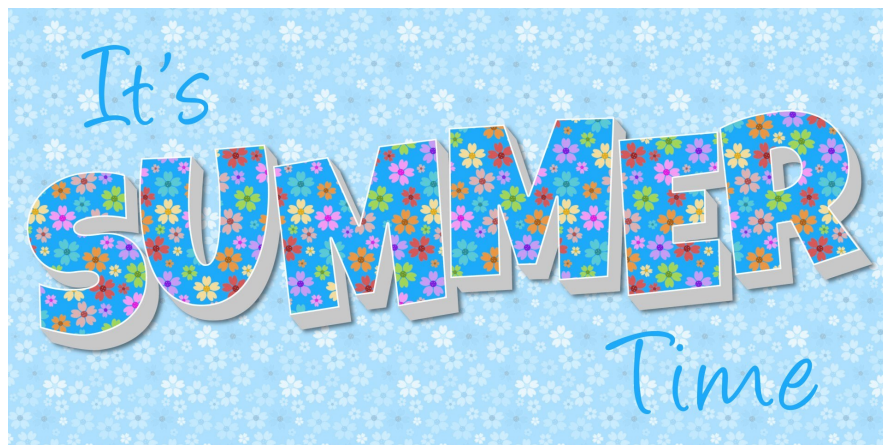
- When: September 19th
- Time: 5:30 to 7:30 pm
- Where: Consumer's Pub (the old Pettibone's in the Bison's Stadium)
- Cost: \$20.00 per person
- Which includes, two hours services of cocktails and hor d' oeuvres.

There will be a link sent out shortly to sign up for this event!

Please let me know if you are interested in volunteering for Kevin Guest House in October, as well, for another autumn themed dinner!

Yours in fellowship,

Natalie Golubski
ngolubski@russellbond.com



Legislation - Twiesha Vachhrajani

Eastern Hills Mall Rezoned

The Town of Clarence Planning Board has officially rezoned the Eastern Hills Mall site during its July 18, 2018 meeting. The property, previously a “major arterial” zone, is now zoned as a “lifestyle center district.” The goal is to encourage walkability, alternative transportation methods, green energy use, and allow the development of mixed use properties.

San Francisco attempting to ban cafeterias

Two elected officials from the San Francisco Board of Supervisors are co-sponsoring an ordinance that would ban “employee cafeterias” from new office buildings in the city. The goal is to promote local businesses, as most employees in the surrounding tech houses eat at their company cafeterias, where the food is free. The supervisors’ proposal would put the city at odds with the tech industry, which largely views free food as an essential perk to recruit talent.

Erie County bans conversion therapy

Local Law 1 was passed on March 5, 2018, banning the administration of sexual orientation or gender identity change efforts, conversion therapy, or reparative therapy, on any minor within Erie County.

NYC speed cameras to be shut off

Despite months of notice, the state senate could not extend NYC’s school-zone speed camera program. The program, implemented in 2014, has reduced the number of crashes in the city over 14% even though the cameras are deactivated during most of the year. While the legislators still have time to act, it seems unlikely the bill will be passed given Senate Majority Leader John Flanagan’s unwillingness to convene a special session.

