

**Subject:** [Mailing List] - yipnpw CTYIP Connection |July 31, 2009

**From:** Log Mailing list <log@pia.org>

**Date:** Fri, 31 Jul 2009 11:10:49 -0400



## Summer 2009



### Calendar

**<?>September 10, 2009**

**“Presenting an Appealing Risk” educational seminar facilitated by Joe Bishop**

**11:30am-1:00 (Presentation)**

**SH Smith & Co.**

**Hartford, CT**

CTYIP will be having a free educational seminar titled: “Presenting an Appealing Risk” facilitated by Joe Bishop on Thursday, September 10, 2009 at SH Smith & Co. located in Hartford, CT. This seminar will feature Joseph A. Bishop, Vice President and Secretary of Associated Insurance Agencies Inc and of MBI Company Group LLC in Hamden as he presents a detailed presentation of how to help sell risk more effectively. A question and answer portion will follow the presentation. **For more information, please [click here](#). This event will be followed by the CTYIP Committee Meetings from 1:00pm-3:00pm** at SH Smith & Co. in Hartford, CT. All members are welcome to attend and fully participate. Lunch will be served.

**September 26, 2009**

**UCONN Football Tailgate Party vs. Rhode Island**

**Rentschler Field**

**East Hartford, CT**

Don't miss CTYIP's UCONN Football Tailgate party at Rentschler Field on Saturday, September 26 in Storrs, CT. UCONN will be taking on Rhode Island in this east coast match-up. Plenty of food and drinks will be provided but attendees are welcome to bring their own refreshments. Don't miss this popular outing! If you are interested in attending or to register please call Jackie Abukhalaf at (800) 424-4244 or email [jabukhalaf@pia.org](mailto:jabukhalaf@pia.org). **For detailed information including directions please call event chair Julius Whitehead at (203) 272-8220 or email [juliuswhitehead@hotmail.com](mailto:juliuswhitehead@hotmail.com).**

**October 15, 2009**

**“Staying Optimistic During Challenging Times” Executive Panel Discussion  
Crowne Plaza Cromwell  
Cromwell, CT**

Join CTYIP on October 15 for an executive panel discussion titled “Staying Optimistic During Challenging Times” at the Crowne Plaza Cromwell in Cromwell, CT from 3:30pm-5:30pm. The forum will feature five industry leaders from all walks of the industry and will address issues and questions developed by association attendees. Topics will include: economic turmoil, tips and tricks to cope with challenges, maintaining optimism among others. **For more information on the event please visit the [CTYIP calendar page](#) or call Jackie Abukhalaf at (800) 424-4244 ext. 270 or email [jabukhalaf@pia.org](mailto:jabukhalaf@pia.org). The CTYIP Annual Fall Member Reception will immediately follow the panel discussion at the Crowne Plaza Cromwell.**

**October 15, 2009**

**CTYIP Annual Fall Member Reception  
Crowne Plaza Cromwell  
Cromwell, CT**

Don't miss the CTYIP Annual Fall Member Reception at the Crowne Plaza Cromwell on October 15, 2009 in Cromwell, CT. from 5:30pm-8:00pm Don't miss this great opportunity to meet industry colleagues and peers from across the state. Appetizers and drinks will be served. **For more information and to register please visit the CTYIP calendar page located [here](#) or call Jackie Abukhalaf at (800) 424-4244 ext. 270 or email [jabukhalaf@pia.org](mailto:jabukhalaf@pia.org).** This event is immediately following the executive panel discussion.



## **Round up**

**June 16, 2009**

**Springfest Golf Outing  
Lyman Orchards  
Middlefield, CT**

On June 16 CTYIP enjoyed a brisk afternoon at the annual Springfest Golf Outing in Middlefield. Over 130 golfers attended the event which featured a putting contest, hole-in-one contest and a picnic barbeque. A special thank you is extended to Springfest's many [sponsors](#), door prize donations and volunteers. **For highlights of the event and to see competition results please [click here](#).** We hope to see everyone again next year!

**June 18, 2009**

**CTYIP Annual Spring Membership Reception and Sponsor Appreciation  
The Elbow Room**

## West Hartford, CT

CTYIP enjoyed a fun night of cocktails and appetizers at the Annual Spring Membership Reception and Sponsor Appreciation at The Elbow Room in West Hartford on June 18. Members and guests took advantage of premiere networking while honoring this year's CTYIP Annual Sponsors. **For highlights of the event please [click here](#).** For a complete list of all CTYIP Annual Sponsors, please see the Sponsors section at the end of this newsletter.



## Welcome new members!

**Please join us in welcoming the following new members to the CTYIP family!**

Sean Hallihan

Olderman & Hallihan Agency

*To get in touch with your YIP peers, please visit the [Online Member Directory](#)*



## Sponsor spotlight

### Crystal Restoration Services

DISASTER! There's damage and it needs to be attended to-quickly, expertly, completely - with the least possible disruption to home or business. It's the kind of challenge that Crystal Restoration Services has been responding to successfully for more than 40 years. Whether the catastrophe is naturally caused or man-made, Crystal Restoration answers the call with highly trained personnel, caring personal service, and state-of-the-art cleaning and restoration technology. Crystal Restoration Services is ready to respond 24-hours a day, 365 days a year. When disaster strikes, they are there -- FAST. Crystal Restoration Services is not a franchised company that changes hands every few years. As one of the largest independently owned and operated businesses in the cleaning and disaster restoration field, Crystal Restoration Services has long been serving the insurance industry. **For more information on Crystal Restoration Services, please [click here](#) or call (800) 442-7978.**



## News and announcements

**CIC Designees: PIA Presents The Ruble Graduate Seminar.** Need your Certified Insurance Counselor update? Join us at the beautiful Water's Edge, in Westbrook, **Aug. 5-7, 2009**. Remember, to attend a Ruble Seminar a participant must be a CIC or Certified Risk Manager and must be a member of the Society of Certified Insurance Counselors or Certified Risk Managers International (\$85 annual dues). To register, click [here](#).

**Fresh Topics Coming Your Way: PIA Lunch And Learn Teleconference Schedule.** Upcoming programs include **Wednesday, Sept. 2: *Insurance to Value***; and **Thursday, Sept. 17: *How To Value Insurance Agencies***. For more information, or to register for any of these programs, click [here](#).

**PIA's CISR Designation: Earn CE Credit And Benefit From This Practical Program.** PIA's Certified Insurance Service Representative Designation program is a CE-credit approved, nationally recognized designation program for a practical, hands-on approach to learning. Take all five, one-day seminars and pass all exams within three years to earn the designation. Core CISR courses are: *Agency Operations, Commercial Casualty, Commercial Property, Personal Auto and Personal Residential*. PIA offers courses throughout the tri-state area. For details and to register, click [here](#).

**PIA National Asks For Your Help During Capitol Hill In Your Backyard Event.** PIA National will hold its annual Capitol Hill in Your Backyard event **Wednesday, Aug. 5, 2009**, as its District Lobbying Day. PIA National asks members to take part in this event to engage their elected officials (during the congressional recess); to promote the points of view of PIA; and to forge relationships with those who serve them in Washington, D.C. PIA members can make appointments with their elected officials on their own or they can send them a letter through the PIA National's [Online Grassroots Action Alert System](#). More details on the event will be released shortly.

**The Hartford Takes \$3.4 Billion In TARP Funds.** The Hartford Financial Services Group Inc. has taken \$3.4 billion of federal bailout money. [More ...](#)

**P/C Licensing Exam Candidates: Train With PIACT, Oct. 19-23, 2009, Travelers' Office, Hartford.** PIA's preparation course "boot camp" is approved by the CID as a prerequisite to the state property/casualty exam (you must pass a pre-licensing exam in order to sit for the state exam). At least three month's p/c experience is recommended before taking this course. For details and to register, click [here](#).

**Client Retention Tool: Information On Home Inventory. Think PIA First.** Keep your agency in your clients' minds with a self-mailing brochure and/or an over-sized postcard **detailing critical items for home inventory**, personalized with your logo and contact information. For truly effective retention and a book with stable growth, you must show your insureds you're working for them year-round. Remind your clients why you're better than an "800 number" or direct writer. This postcard is available in Spanish! For more information and to order this or our other popular consumer materials (disaster supply kit; flood insurance; understanding your policy; and go with a pro), call PIA Creative Services at (800) 424 4244, logon to our [Web site](#) or e-mail us at [creativeservices@pia.org](mailto:creativeservices@pia.org).

***We would like to hear from you! If you have news you would like to share with your industry peers, write us at [jabukhalaf@pia.org](mailto:jabukhalaf@pia.org) or [kvoelker@pia.org](mailto:kvoelker@pia.org).***



**Did you know?**

## Jump on PIA's latest technology wave

PIA launched several new features on its Web site as part of its continued commitment to provide members with the information they need in the formats they want. These newest releases include an interactive message board, podcasts and RSS feeds, and can be found on the upper right-hand side of the PIA Web site ([www.pia.org](http://www.pia.org)). These features include:

- § **Member message board.** These forums ([www.pia.org/forums/](http://www.pia.org/forums/)) provide a venue for members to share ideas and more, including discussions on: market exchange, technical issues and agency automation.
- § **Podcasts.** PIA members can access timely podcasts, presented by industry experts. Members can learn about the issues that concern them the most while on the go, using downloadable audio files, such as the results of PIA's recent *Online Technology Survey and New York's compensation disclosure draft regulation*, available at: [www.pia.org/podcast/](http://www.pia.org/podcast/).
- § **RSS feeds.** PIA members now are able to subscribe ([www.pia.org/subscriptions.php](http://www.pia.org/subscriptions.php)) to frequently updated information. Members can get information they want with this time-saving technology that allows you to receive and process news and other information to your customized feeder; be updated when continuing education classes are announced; and find new or updated QuickSource documents to help understand the latest industry issues.

### Think PIA first

PIA's latest interactive offerings are a great way to stay on top of what's happening with your association and the industry without the hassle and time-consuming process of sorting through various Web sites to find the information that's important to you. Logon to the PIA Web site now and start saving time today.

**Also, if you prefer to use PIA's Web site and have not yet registered, you may do so by completing the short online form available at [http://www.pia.org/web\\_registration.php](http://www.pia.org/web_registration.php).**



## Press box

**Check out these insurance-related articles and websites.**

**[CTYIP board member Shannon Rabbett is featured in this article about the rising cost of auto insurance in Connecticut.](#)**

**[How to hire the next generation of leaders](#)**

**[Connecticut Teacher Recognized for Inspiring Insurance Careers. What Young Agents Value About Being Independent.](#)**

## [Young People Show Increased in Insurance Careers](#)



### **Meet your directors**

#### **Ray Snow CTYIP Treasurer**

Ray Snow is CTYIP Treasurer and works as the commercial lines territory underwriter at General Casualty Insurance Company in Simsbury. Aside from serving as CTYIP treasurer, Ray serves on the CTYIP programs committee where he helps plan and facilitate CTYIP member and educational events. Prior to working at General Casualty, Ray was employed at SH Smith & Co. and MiddleOak Insurance as an underwriter and broker. He currently lives in Tolland with his wife and daughter. **If you would like to contact Ray, please email him at [raymond.snow@us.qbe.com](mailto:raymond.snow@us.qbe.com) or call (860) 408-3321.**

**Do you know CTYIP's involved members? Click [here](#) to get to know the active members of your association.**

**And, if you would like to become more active, write us at [jabukhalaf@pia.org](mailto:jabukhalaf@pia.org) or [kvoelker@pia.org](mailto:kvoelker@pia.org).**



### **Sponsors**

#### **CTYIP Annual Sponsors 2009**

##### **Platinum level**

Professional Insurance Agents of Connecticut

##### **Gold**

Central Mutual Insurance

Housing Insurance Services Inc.

##### **Silver**

Crystal Restoration Services of Norwalk

Peerless Insurance

The Distel Group

Utica National Insurance Group

##### **Bronze**

Auto Glass of New England

Computer Rescue Inc.

Crystal Restoration Services-Southington

Glass America  
JP Maguire Associates  
The Patrons Group  
Plymouth Glass and Mirror  
Servpro of New Haven/Waterbury  
United Cleaning and Restoration

**Contributor**

Atlantic Casualty  
Burns, Brooks & McNeil  
Comserv LLC  
Goodman Insurance  
Great American Insurance Co  
M.J. Keating Agency Inc.  
NLC Insurance Cos.  
Woodmansee Insurance

**For more information regarding our 2009 sponsorship program please [click here](#).**

***CTYIP...Building tomorrow's insurance leaders!***

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