
Subject: CTYIP Connection | January 25, 2010



Winter 2010



Calendar

February 4, 2010

**CTYIP Committee and Board of Directors Meetings
Peerless Insurance Company
Rocky Hill, CT**

Please join CTYIP for their Committee and Board of Directors Meeting at Peerless Insurance Company in Rocky Hill. All members are welcome to attend and fully participate in the committee meetings. Lunch will be served. Executive meeting will be held from 11:30 a.m. to 12:00 p.m. and the committee meetings will be held from 12:00 p.m. to 2:00 p.m. The board of directors meeting will be held from 2:00 p.m. to 3:00 p.m. Hope to see you there!

February 26-28, 2010

**CTYIP Mid-Winter Outing
The Horizon Inn at Mount Snow
Wilmington, VT**

Don't miss the CTYIP 2010 Mid-Winter Outing at The Horizon Inn at Mount Snow! This fun-filled weekend is the perfect opportunity to get to know your industry peers from around the state while enjoying winter entertainment in Vermont! Don't miss this special, family-friendly event. Please [click here](#) for more information, registration and pricing for the event. **Sponsorships are available!** For questions, please call Jackie Abukhalaf at (800) 424-4244.

March 1-2, 2010

**PIACT/CTYIP 2010 Convention and Annual Business Meeting
MGM Grand at Foxwoods Casino & Resort
Mashantucket, CT**

PIACT is excited to announce a new date and top-notch location for our Annual Convention, March 1-2, 2010. Join PIACT and CTYIP for the 2010 convention at the MGM Grand at Foxwoods Casino & Resort! The MGM Grand's Premier Ballroom—the largest hotel ballroom in the Northeast—will host their huge trade show, education and networking events this year. Mingle effortlessly during the trade show and networking events at this state-of-the-art facility. For details and

registration information [click here](#) or contact Kim Zielinski at (800) 424-4244 or email kzielinski@pia.org.

April 8, 2010
CTYIP Committee and Board of Directors Meetings

Please join CTYIP for their Committee and Board of Directors Meetings. The venue is to be determined, so please visit the [CTYIP website](#) for up to date information. All members are welcome to attend and fully participate in the committee meetings. Lunch will be served. Executive meeting will be held from 11:30 a.m. to 12:00 p.m. and the committee meetings will be held from 12:00 p.m. to 2:00 p.m. The board of directors meeting will be held from 2:00 p.m. to 3:00 p.m. Hope to see you there!



Round up

December 10, 2009
CTYIP Holiday Social
Hook & Ladder
Hartford, CT

CTYIP celebrated the holiday season on December 10 at Hook & Ladder restaurant in Hartford. Guests enjoyed delicious food and won fabulous prizes while networking with young professionals from around the region. For highlights of the event, [click here](#).



Welcome new members!

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

Michael Hopkins	Northeast Brokerage Inc.
Nicholas Ruickoldt	Russell Agency Inc.
James Bernatchez, Jr.	Russell Agency Inc.
Kathleen Veno	Russell Agency Inc.
Daniel Tyrell	Servpro of Farmington Valley
Lauren Coroso	SH Smith & Co.
James Kannengeiser	Farmers Foremost Insurance
Steve Bennett	Servpro of Manchester
Jennifer Steinmiller	United Cleaning & Restoration

To get in touch with your YIP peers from the tri-state region, please visit the [Online Member Directory](#)



Sponsor spotlight

Peerless Insurance

Peerless Insurance is a regional insurance carrier that works exclusively with [independent agents](#) to offer you personal and commercial insurance products and services. [Contact one of their appointed agents](#) today to get a quote on any of our auto, home, or small-to-mid-sized business insurance products. You have several choices when it comes to protecting the things that are important to you. That's why, at Peerless Insurance, they provide the guidance you need to make an educated decision on what policies are best for you. Peerless Insurance partners with professional independent

agents who help you identify and reduce potential risks. Their expertise, combined with our competitive products, will assist you in securing your financial future. For more information about Peerless [click here](#) or call (800) 542-5385.

Servpro of New Haven & Waterbury

SERVPRO Industries Inc. is a family owned company with a culture of working diligently in the pursuit of the American Dream. With over 40 years with the same ownership, **SERVPRO** is run by people who care about the long-term success of the Franchisee. With over 1500 Franchise Offices nationwide and continuing to grow. Wherever you are, coast to coast, they've got you covered. **SERVPRO** Franchise Professionals understand your situation. As an agent or adjuster, you have a responsibility to keep claims costs down while still providing the best services possible for your customers. **SERVPRO** Franchise Professionals are uniquely qualified to help. Our results create a measurable difference, giving you many competitive advantages. For more information about Servpro [click here](#) or call (203) 234-1100.



News and announcements

CTYIP is on LinkedIn! Join LinkedIn and become part of the CTYIP group to discuss organization events, news, view event photos and more! Log onto www.linkedin.com to join and find us at Connecticut Young Insurance Professionals and contribute to the group!

Save The Date! CTYIP Springfest. The Connecticut Young Insurance Professionals will host their 2010 Springfest golf outing on **Tuesday, May 18**, at Lyman Orchards Golf Club in Middlefield, Conn. Mark your calendar now for this great event. Enjoy 18 holes of golf with a cart, hole-in-one contests, barbecue lunch, buffet dinner, specialty contests and prizes. Ramp up your visibility with a sponsorship. Sponsors enjoy a price break on golfer registrations, signage at the event and support noted on the CTYIP [Web site](#) for a full year. This is the perfect event to take your most important clients. For additional details, click [here](#). Watch your mail, e-mail and the CTYIP Web site for a registration form in the coming weeks. Have a question? Contact us at (800) 424-4244, ext. 273, or by e-mail at yip@pia.org.

PIA's Webinars: Agency Staff Training At Your Convenience. New for 2010: Each PIA Lunch and Learn Webinar registration now includes a free download of the Webinar, so there's no waiting for CD-ROMs. Staff who missed the live Webinar will not miss out on essential training. Fees for each line that dials in for the session are: \$49 member; \$69 nonmember. Upcoming PIA Lunch and Learn topics include: *Insurance Agency and Brokerage Valuations and Deal Structures, Thursday, Jan. 28, 2010; 10/09 Changes to The National Flood Insurance Program, Tuesday, Feb. 2, 2010; and Top 10 Misunderstood Personal Lines Coverages and Issues, Thursday, April 1, 2010.* For more information, click [here](#). Did you miss a recent PIA Lunch and Learn Webinar? Call PIA at (800) 424-4244 to order a CD-ROM of a recent program.

CIC: Earn The Credential That Stands Out. PIA offers the five programs that constitute the continuing education-approved Certified Insurance Counselors designation. Each program involves two-and-a-half days of instruction (*Personal Lines, Commercial Casualty, Commercial Property, Life & Health and Agency Management*). Approved for CE credits in all states, the program provides a comprehensive program to individuals who have made a career commitment to insurance. Upcoming programs include: *Commercial Casualty, Jan. 21-23, Monroe Township, N.J. and March 10-13, Saratoga Springs, N.Y.; Life and Health, Feb. 4-6, Holtsville, N.Y., and Feb. 25-27, Edison, N.J.; and Agency Management, April 14-17, Cromwell, Conn.* For more information, or to view a complete course listing, go to PIACT's CIC [Web site](#).

PIA Member Benefit: The PIA Recruitment Tool Kit. PIA offers access to the [PIA Recruitment Tool Kit](#), a new member-exclusive resource to help agents educate their local

communities about the benefits of a career in insurance, and foster an interest among the younger generation in a career in the insurance industry. It gives agents specific tools intended to help them explain the benefits of a career in insurance in straightforward, easy-to-understand language. The kit includes: a PowerPoint presentation; a suggested script; brochures; and consumer fliers agents can use in community presentations that also serve as a valuable public relations activity for their own agencies.

Get On The NFIP Notification List. The Federal Emergency Management Agency issued a [notice](#) for producers who want to receive up-to-date important information, news and articles that relate to the National Flood Insurance Program. Individuals who would like to be included in the Write Your Own Clearinghouse Mailing List, send an e-mail to iService@ostglobal.com with the subject line "Subscribe WYO Clearinghouse Mailing List." To get on the eWatermark distribution list, send an e-mail to iService@ostglobal.com with the subject line "Subscribe eWatermark Mailing List." For additional information, click [here](#).

PIACT Calls For Award Nominations. PIACT is calling for nominees for its 2010 Distinction of Professionalism Awards. Deadline for submission is **Monday, Feb. 1, 2010**. Awards for which nominations are being sought include: *Professional Agent of the Year*; *Company Person of the Year*; *Community Service award*; and *Associate Member of the Year*. The awards will be presented to the winners during PIACT's [2010 Annual Convention](#) on **March 1-2, 2010**, at the all-new MGM Grand at Foxwoods. If you know a deserving candidate, click [here](#) and download a nomination form.

CTYIP Calls For Award Nominations. CTYIP is looking for nominations for Young Insurance Professional of the Year. The award will be presented at the PIACT Annual Convention in March at the MGM Grand at Foxwoods. Help CTYIP recognize a deserving individual who has exemplified a commitment to professionalism, networking and service whose actions have served to the betterment of CTYIP. Submit candidates to Jackie Abukhalaf at jabukhalaf@pia.org. Submissions are due February 1, 2010.

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 or kvoelker@pia.org.



Did you know?

PIA's Industry Resource Center is here to serve you!

PIA's Industry Resource Center is an exclusive members-only benefit that comes *free* with your PIA membership. We would like to encourage you to take advantage of the comprehensive services and information available to you through PIA's Industry Resource Center, and to tell you about our newest PIA member benefit.

PIA Company Rating Tracking Service

The new PIA Company Rating Tracking Service will allow you to stay on top of the latest rating changes provided by A.M. Best Co. without any extra effort. Your association will alert you by e-mail when one of your represented carriers has had their A.M. Best rating changed. Be sure PIA has the most current list of carriers you represent to stay informed. E-mail PIA's Industry Resource Center at resourcecenter@pia.org to update your list of carriers. *This service is an exclusive of PIA and is not affiliated with any services provided by A.M. Best C.*

Other services available to you

PIA's Industry Resource Center also offers numerous other services, including, but not limited to:

- **Technical hotline**—PIA's highly qualified technical specialists will answer your legal, industry, coverage, legislative and regulatory questions; and *Ask PIA* offers a library of

previously asked questions and in-depth answers by our technical staff;

- **E&O**—PIA's E&O Counsel Robert Sullivan, Esq., is available to offer you objective advice for your agency's E&O concerns;
- **Technology**—Technology Info Central, in addition to our new technology hotline service, is a collection of informative technology-based articles, resources and a searchable database providing you with a single reference for cutting-edge technology information;
- **Reference materials**—*QuickSource*, our most-popular service, provides an extensive library of reference materials to our members on agency management, mergers and acquisitions, marketing, legislative/regulatory, coverage issues and much more;
- **Business-building resources**
 - *Agency-Company Appointment* and *Appointment Access* services link agencies with interested companies, managing general agents and general agents looking to appoint,
 - *MarketBase™* service helps you find a market for the occasional hard-to-place risk, and
 - *Circle of Consultants* for a referral to a consultant who can meet your agency's particular need;
- **ACORD Form Redistribution Program**—access to printable, nonfillable ACORD forms by category and searchable by form number or title, along with the updates on new forms and form changes; and
- **Comprehensive tool kits**—topics such as agency staffing, privacy compliance issues and flood insurance are covered in-depth giving you the resources you need fast.

PIA understands that problems don't always fit a 9-to-5 schedule, so we've made many resources available 24 hours a day, seven days a week, online at www.pia.org. Simply click the Member Resources tab or contact PIA's Industry Resource Center at (800) 424-4244.—
Albright



Press box

Check out these insurance-related articles and websites.

[Social media use lags with agents and brokers](#)

[P&C insurers' problem attracting new talent outlined](#)

[Tri-State PIA gives young agents new website](#)

[Overall Customer Satisfaction with the Home Claims Experience is Notably Lower than Satisfaction with Auto Claims](#)

[PIA National Issues Call for Awards Nominations](#)

[Financial advisors getting ready for big tax, legal changes in 2010](#)



Meet your directors

Bud O'Neil

Bud O'Neil is a sales agent for C.V. Mason in Bristol and has been a member of CTYIP since 2000 and was honored as YIP of the year in 2008. He has served as the CTYIP programs committee chair since 2005 and is a YIP liaison for PIACT. Outside of insurance, Bud has been active in his community volunteering his time to the Bristol

Rotary Club, Hartford Life Underwriters Association, the YMCA and the McCabe Waters Little League. He has served on the McCabe Waters Little League board of directors as well as the Bristol Rotary Club golf and scholarship committees. He has been honored as the Bristol Rotarian of the Year in 2002 as well as a Paul Harris Fellow in 2009. Bud attended American University and currently lives in Bristol with his wife Catherine where he coaches his two sons Trevor and Sean in basketball and baseball.



Sponsors

CTYIP Annual Sponsors 2010

Platinum

[Professional Insurance Agents of Connecticut](#)

Silver

[Peerless Insurance](#)

Bronze

[Auto Glass of New England LLC](#)

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[Servpro of New Haven and Waterbury](#)

For more information regarding our 2010 sponsorship program please [click here](#).

CTYIP...Building tomorrow's insurance leaders!
