

Jackie Abukhalaf

From: NY-YIP [NYYIP@pia.org]

Subject: NY-YIP Connection | July 29, 2010



Summer 2010



Calendar

August 9th, 2010

[18th Annual NY-YIP Golf Open](#)

The Seawane Club

Hewlett Harbor, NY

Foursomes are still available, register today!

September 14th, 2010

[NY-YIP Annual Business Meeting](#)

PIA Headquarters • Glenmont, NY

October 28, 2010

[Hudson Valley Regional Awareness Program](#)

Doubletree Hotel • Tarrytown, NY

November 4, 2010

NY-YIP Fall Member Reception

[TBD • TBD](#)

November 30, 2010

[NY-YIP Board of Directors and Committees Meetings](#)

PIA Headquarters • Glenmont, NY



Round up

July 22, 2010

NY-YIP Summer Membership Reception

FOUR

Melville, NY

On Thursday, July 22 the New York Young Insurance Professionals hosted their annual Summer Membership Reception at FOUR in Melville. Fifty members, guests and friends experienced the area's premier networking for insurance professionals while enjoying the fabulous summer atmosphere at FOUR. NY-YIP would like to thank all attendees as well as the event sponsor, EVO Xpresspay.com and hope to see everyone again next year! Event wrap-up will be posted to the [NY-YIP website](#) soon. [Click here](#) for event photos.

[Click here](#) to see highlights and pictures from this year's PIANY/PIANJ Joint Annual Conference in Atlantic City!

Congrats NY-YIP for winning this year's NY-YIP/NJYIP Fun Run Challenge!

[Click here](#) to see highlights and pictures from the 2010 NJYIP Fun Run for Special Olympics!

Check out the NY-YIP [News and Past Events Page](#) to see a comprehensive list of all NY-YIP events over the past year!



Welcome new members!

Please join us in welcoming the following members to the NY-YIP family!

Erin Gregory	NCAComp Inc.
Kristina Fish	Blue Shield of Northeast New York
David Pitaniello	Blue Shield of Northeast New York
Jennifer Teague	New Empire Group
Jocelyn Bonneau	Chartis
Dina Bruno	MetLife Auto & Home
Frances Favale	AXA Advisors
Samantha Steve	Jimcor Agencies Inc.
Bryant Kilhenny	NorthSea Insurance Co.
Bryan L. Roesch	Indiana Lumbersmens
Joseph P. Carlucci	Robert Alan Agency Inc.
Nayeem Saddique	United Healthcare
Andrew Kling	HISCOX
Rachel Price	Melwain Enterprises
Michael J. SanAngelo	Cool Insuring Agency Inc.
Jennifer Soltys	Legal Med
Melissa Cibelli	OneBeacon Insurance
Isidoras T. Karaoutsos	Tri Sate Insurance Group
Gina Simonelli	Bragoli & Associates, P.C.

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



Sponsor spotlight

[Advanced Restoration](#)

Advanced Restoration Corporation, a DKI Member Company, is a family-owned and operated full service Emergency Response Property Damage / Disaster Restoration company with a combined 75 years experience in dealing with Fire & Smoke Damage Restoration, Emergency Water Extraction, Water Damage Cleanups & Flooding, Wind & Storm Damage, Mold Removal & Remediation, Building Deconstruction & Building Material Reuse, Building Repairs & Insurance Repair / Reconstruction, and Emergency Board Ups & Roof Tarping. They service Long Island and the New York City areas. You are guaranteed to speak with one of their knowledgeable, caring team members, day or night. Their immediate response to your property damage claim helps minimize the damages to the structure, contents, and ease the sometime catastrophic effect that a disaster may have on an owner or occupants. They are dedicated to serving clients with courteous and prompt service. As certified specialists in water mitigation and fire/smoke restoration, they have the knowledge, expertise and experience to deal with all types of property damage. For more information about Advanced Restoration call (800) 693-6263.

[Dur-America Brokerage Inc.](#)

DurAmerica Brokerage Insurance is a full service insurance agency that provides competitive solutions for all your insurance needs. As an independent insurance agency, they represent multiple carriers. This allows pricing insurance policies effectively and accurately while providing a level of quality & professionalism that is second to none. DurAmerica offers high quality quotes from A rated insurance companies. Their professional staff can quote contractors, restaurants and any other type of business insurance policy. They believe in educating their clients, that is why their customers choose them to secure their financial future. For more information about DurAmerica Brokerage call (718) 626-0700.

[NGM Insurance](#)

NGM's mission is to provide the independent agent with property and casualty insurance products and services for

individuals, families and small businesses in Main Street America. The Main Street America Group offers insurance exclusively through independent agents. Since 1923, they have partnered with independent agents to offer consumers a variety of important insurance coverages. Their continued commitment to consumers and independent agents has contributed to their growth and success. NGM offers products in 22 states, primarily along the Eastern Seaboard from Maine to Florida, as well as in Arizona, Michigan, Nevada, Oklahoma, Texas and Utah. They believe that independent agents offer consumers the best value when they are shopping for insurance. They represent several insurance companies and have a choice of which company to use for each policy. So consumers can trust that when their agents recommend NGM, it is because they believe they offer the best protection possible. For more information about NGM call (800) 207-0446, ext. 461.



Press box

Check out these insurance-related articles and websites.

[Agents play to win at the Joint Annual Conference](#)

[See video from the YIP Luncheon at the PIANY/PIANJ Joint Annual Conference!](#)

[NY-YIP director Adam Rostkowski, of ProActive Brokerage Inc., writes a feature piece for American Agent & Broker](#)

[NJYIP Director Joshua Batushansky writes "Reach the mobile generation" for American Agent & Broker](#)

[Diversity in insurance: beyond the quotas](#)

[How to Market to Gen Y](#)

[The importance of budgeting and forecasting](#)

[As more firms use social media, dealing with liability comes with territory](#)

[The Rise of the Independents](#)

[Are 20-Somethings Hard To Work With? Nope, It's Just You](#)

[74% of Nation's Top Insurance Companies Are Hiring](#)

[Top Ten Tips to help Agents Improve their Careers](#)

[21 Tips for Using Twitter and Facebook for Business](#)

[Facebook, Twitter, YouTube come to work](#)

[Blogging Tips: 52 Different Ideas!](#)



Did you know?

Privacy Online Tool Kit—your guide to privacy-related issues

Producers are affected by a number of laws and regulations that govern the privacy of their customers' personal information, often resulting in more affirmative obligations than producers may realize. Whether its privacy notices, written information security programs, business associate agreements or document disposal, there's a lot to consider. To assist members in meeting these challenges, PIA's technical staff has put together a tool kit giving you the information you need to comply with these rules.

Two exciting features of this tool kit are the privacy notice and risk assessment surveys. They offer association members a comprehensive survey to help create your agency's privacy notice and a comprehensive questions-and-answer tool to assist you in developing an appropriate written information security program, respectively.

This online tool kit also offers association members:

- a comprehensive overview of privacy statutes and regulations;
- information on how to develop your written information security program;
- information on Gramm-Leach-Bliley, HIPAA, Fair Credit Reporting Act and Driver Privacy Protection Act

and the Fair and Accurate Credit Transaction Act;

- state rules on security freezes and breaches; and
- other helpful links on privacy issues.

To access the tool kit, logon to www.pia.org and key RC10028 in the Quick-Link box in the upper-right-hand corner.



Meet your directors

Jennifer Berger DeCristofaro

Jennifer Berger DeCristofaro is director for NY-YIP and currently the division manager of the D.C. White Agency in Long Beach, NY. Jennifer has been a member of NY-YIP since 2005 and has served on the Long Island RAP and Winterfest committees. This past June at the PIANY/PIANJ Joint Annual Conference, Jen was honored with the “NY-YIP Volunteer of the Year Award” for her participation and dedication to the organization. Jennifer is newly married to her husband Michael and lives in Huntington, NY. If you would like to contact Jen, email her at jberger@lancer-ins.com.

Dennis D’Amico

Dennis D’Amico is director for NY-YIP and is the president of Sprint Insurance Agency in Staten Island, NY. Dennis has been a member of NY-YIP since 2000 and has served on the Metro RAP, business issues, Winterfest and Golf committees. Aside from NY-YIP, Dennis is a member of PIANY and NYAAA and has served on the governing committee of the NYAIP. This past June at the PIANY/PIANJ Joint Annual Conference, Dennis was honored with the “NY-YIP Insurance Professional of the Year Award” for his work and dedication to the insurance industry as well as NY-YIP. Dennis currently lives in Seaford, NY with his wife Christine and his son. If you would like to contact Dennis, email him at ddamico@sprintinsurance.com.

Do you know NY-YIP’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:jbukhalaf@pia.org) or kvoelker@pia.org.



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D. Scott Liebert, CIC