YIP NY CONNECTION

Your source for association news

Fall/Winter 2011

Calendar

September 13, 2011
NY-YIP Annual Business Meeting
PIA Headquarters
Glenmont, NY

September 22, 2011
Fall Networking Reception
Butterfield8 Restaurant & Lounge
Manhattan, NY
To register, click here

October 27, 2011
Hudson Valley RAP & NY-YIP Networking Reception
Doubletree Hotel
Tarrytown, NY
For more information, click here

November 13, 2011
NY-YIP Committee & Board of Directors Meeting
PIA Headquarters
Glenmont, NY

Round up

Watch the website for a wrap-up of the 2011 Golf Open. A special thank you to all of our participants and sponsors!

" Like" us on Facebook! New York Young Insurance Professionals

Welcome new members!

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

Danielle Beck Almansa	Servpro of North Huntington
Bryant Arthur	Carmoon Group
Nick Djakov	Pangburn Group
Matthew Gonyea	Utica College
Kyle Guestin	Utica College
Christina Kallos	Servpro of Glen Cove/Jericho
Doug P. Marshall	Utica College
Brian Salzer	Utica College
Michael Slowikowski	Utica College
Jeffrey Stipp	M. Koles & Associates
Megan Suwek	Utica College
Steven Zappia	Utica College

To get in touch with your YIP peers, please visit the Online Member Directory

Sponsor spotlight

NGM Insurance Company

NGM Insurance Company writes a complete line of personal and commercial products for its parent company, The Main Street America Group. The flagship carrier of the MSA Group, NGM started back in 1923 as a mutual insurance company for Grange fraternity members in New Hampshire. Now based in Jacksonvile, FL, the MSA Group serves sixteen states up and down the east coast. For more information on NGM, please click here. To contact NGM Insurance, call Mark Berger at (800) 962-5515.

Parsons & Associates

Parsons and Associates is a third generation, family owned agency located in Syracuse, NY. The company was founded in 1930 by John C. Parsons, the first CLU in Syracuse. Parsons and Associates was initially founded as a life insurance company, but has since expanded to include a variety of insurance needs. Parsons offers several professional liability services throughout New York State, and serves over 250 agencies and brokers. For more information about Parsons & Associates, click the above link in blue; to contact the company, call (800) 440-9932.

Utica First Insurance

The Utica First Insurance Company, headquarted in Oriksany, NY, has been in business for over 100 years. It was founded as a fire protection insurance company in 1903. It operated as Utica Fire Insurance Company until 1993, when the company decided it needed a name change to reflect the diversified products that they offered. The company has written policies in New York, Connecticut, Massachusetts, New Jersey, Ohio, Pennsylvania, and Virginia. To contact Utica First Insurance Company, call (800) 456-4556 or click the above link.

Melrose Credit Union

The Melrose Credit Union was established in 1922 primarily for individuals and small businesses in the Bronx. By maintaining the Credit Union's community roots, it has been able to grow to one of the most successful financial institutions in America. They have over 20,000 members across the country, offering some of the highest return yields along with the lowest loan rates. All Credit Union accounts are insured by the by the

National Credit Union Share Insurance Fund, a fund established by the National Credit Union Administration. For more information on the Melrose Credit Union, click here, or call (800) 235-0118.

News and announcements

New Hires at PIA Management Services

PIA has hired a new YIP Event Coordinator for its Glenmont headquarters. Ed DerGurahian has been hired for NY-YIP and CTYIP. Previously, Ed worked for Pitney Bowes in Troy, NY in the finance department as a transactional specialist, and has volunteered for the Special Olympics of NY, Inc., assisting in their fundraising and marketing efforts. In addition, he is a volunteer for the American Cancer Society, a Pop Warner youth football coach, and a radio broadcaster for Rensselaer Polytechnic Institute's (RPI) Division I hockey team. He is a graduate of RPI.

Susan Shapiro has been hired as a Customer Service Representative in the Member Services department. She works with agents, clients and underwriters and reviews, verifies and underwrites applications as well as other administrative duties. Susan is a attended Staten Island Community College and Hunter College, both in New York City.

Press box

Check out these insurance-related articles and websites.

Walgreen's to start selling health insurance to its customers

11th Circuit Court Rules Individual Coverage Mandate Unconstitutional

Young Company, Young CEO: Young Employees?

Asbestos Claims Increase Seen as a Warning for U.S. Insurers

Did you know?

PIA is proud to announce one of its PIA member-exclusive benefits: the *Steps to Success* Tool Kit. Geared toward the new agency owner, or anyone looking to grow their agency, this tool kit offers the resources needed to build your agency from the ground up to a prosperous endeavor.

With proactive planning and using the tools we offer, you can set yourself on a successful path to profitability. The *Steps to Success* Tool Kit offers valuable information including: licensing; business planning; financial planning; sale s and marketing; office organization; personnel management; internal workflow; technology issues; and m0re.

To access the *Steps to Success* Tool Kit, logon to: www.pia.org/IRC/newagency/index.php. Don't go it alone. For additional questions on these and other issues, PIA is here to assist you. Contact us by phone at: (800) 424-4244, fax: (888) 225-6935, email: resourcecenter@pia.org and visit us on the web at: www.pia.org.

NY-YIP has a Facebook Page?

Since May 1, the NY-YIP Facebook page has had 20 new "likes" and 4,192 post views from members of the group. The make-up of the site consists of 51% of males and 44% of females (not everyone who "liked" the page put their age and gender in their profiles.) Of that, the majority of both males and females on the site are between the ages of 25 and 34.

Meet your directors

Gino Orrino

As president-elect of NY-YIP, Gino dedicates himself to the development of young, bright insurance professionals throughout New York State. He founded Orrino Capital Services LLC on the basis of providing superior customer satisfaction and knowledgeable professional advice. In addition, he serves as the political action liais0n for PIANY, and participates in the annual PIA Legislative Summit, lobbying New York's representatives in Congress to enact legislative changes that would benefit New Yorkers. Gino was awarded the 2008 Corona Lions Club Award, for his community and business involvement, and the 2009 Young Insurance Professionals Volunteer of The Year.

In his spare time, he enjoys volunteering with the St. Jude Children's Research Hospital and traveling all over the world. To contact Gino, email him at *gorrino@orrinocapital.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 edergurahian@pia.org or kvoelker@pia.org.

Sponsors

NY-YIP Annual Sponsors 2011

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Melrose Credit Union
NGM Insurance Co.
Parsons & Associates Inc.
Utica First Insurance Co.
Utica National Insurance Group

Bronze
All Island Credit
Member Brokerage Service
NIF Group Inc.
Skeele Agency
Sterling Insurance Co.

For more information regarding our 2011 sponsorship program please click here.

NY-YIP…Building tomorrow's insurance leaders…today!